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Vol. 74

THE

NATIONAL PROVISIONER

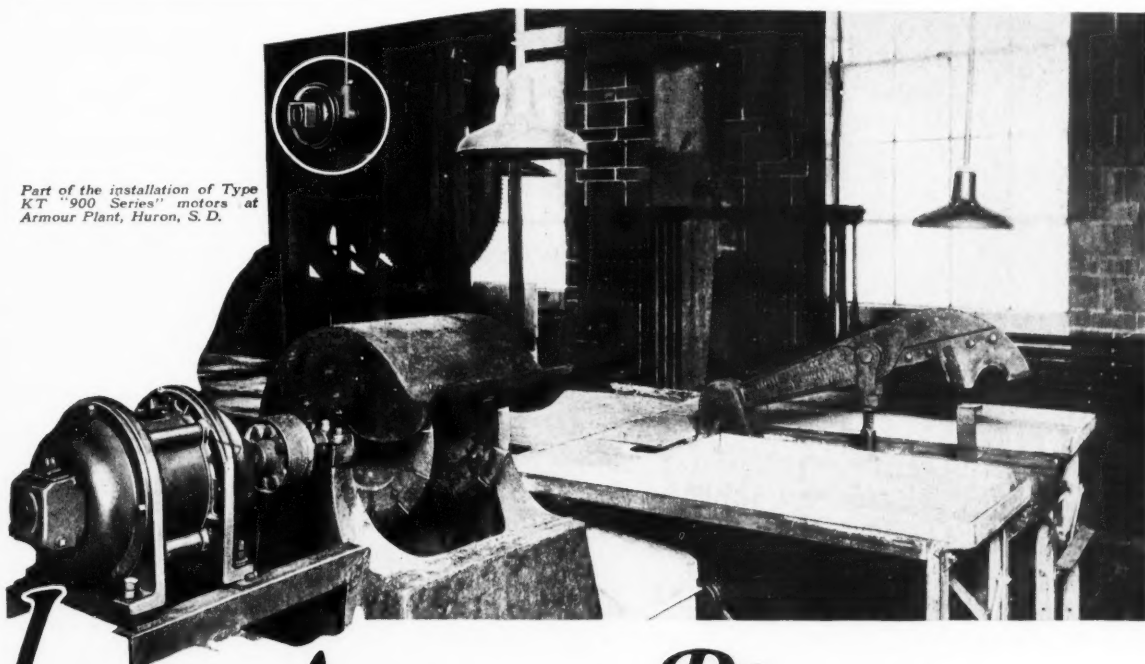
CHICAGO AND NEW YORK

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MAY 29, 1926

U. S. Department of Agriculture
JUN 1 1926
No. 2226

Part of the installation of Type
KT "900 Series" motors at
Armour Plant, Huron, S. D.



In the Armour Plants - over 2500 G-E Motors

Apply the proper G-E motor and the correct G-E controller to a specific task, following the recommendations of G-E specialists in electric drive, and you have G-E Motorized Power. "Built in" or otherwise connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.

There are veterans still giving unfailing service, and "recruits" of the latest types—driving every type of packing house machinery.

Whether the work be ordinary—or extraordinary—there is a G-E motor to fit your need. And for every G-E motor there is a suitable G-E controller.

Complete information at your nearest
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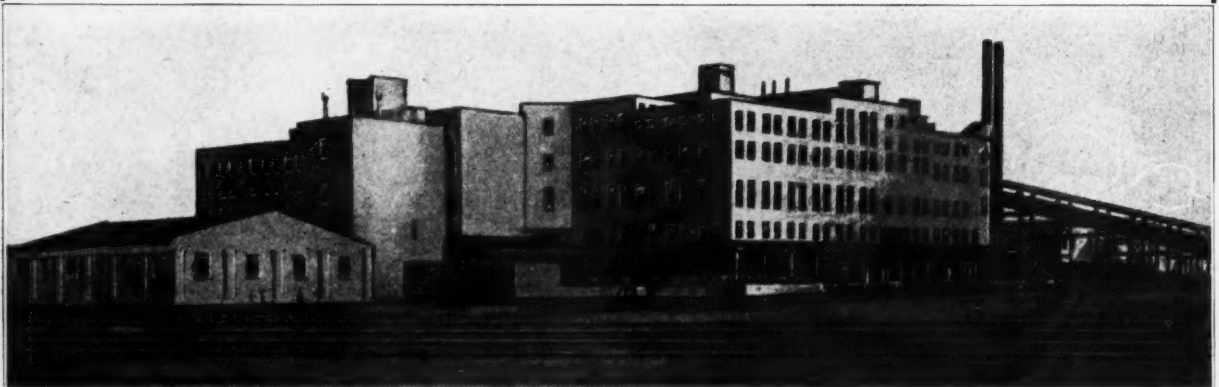


MOTORIZED POWER
-fitted to every need

GENERAL ELECTRIC

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN ALL PRINCIPAL CITIES

“Buffalo” Sausage Machinery Reigns Supreme in Harris Abattoir Co.’s New Winnipeg Plant



NEW PLANT OF THE HARRIS ABATTOIR COMPANY, LTD., AT WINNIPEG, CANADA.

Completely equipped with “BUFFALO”
Sausage Making Machinery after all other
makes were investigated

“BUFFALO” also used in their Montreal
and Toronto Plants

Profit by Experience of Others

*Write for Catalog M illustrating complete line of
“BUFFALO” Silent Cutters, Grinders, Mixers and Stuffers*

JOHN E. SMITH’S SONS COMPANY

Patentees and Manufacturers

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Buffalo, N. Y.

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Direct Factory
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The Oswald & Hess Company, of Pittsburgh, have placed many repeat orders for Autocars.

Watch your hauling costs per truck hour

REMEMBER this—whether your trucks are delivering two tons a day or twenty tons, such cost items as wages, interest and insurance are constant.

By making every "truck hour" more productive because of short wheelbase handiness each of the thousands of Autocars you see on the streets is cutting the cost of hauling per "truck hour."

Watch how quickly the shorter Autocar works its way through crowded traffic. Notice how easily it gets into small, congested places, delivers its load and is off again.

In buying motor trucks it will certainly pay you to check up on this distinctive Autocar advantage by talking to any Autocar owner.

The Autocar Company

ESTABLISHED 1897

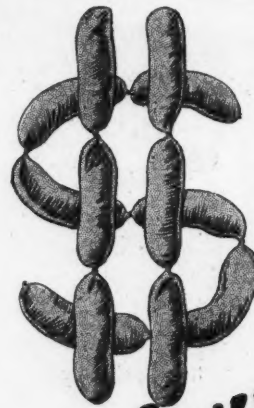
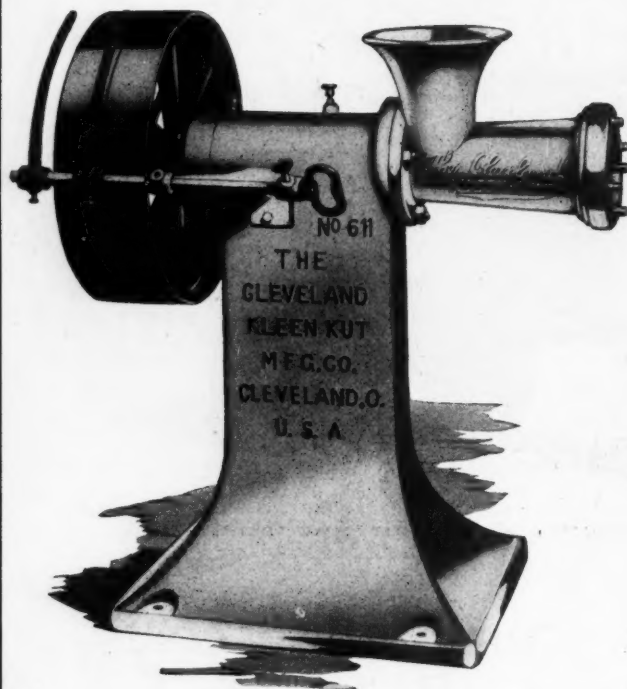
Ardmore, Pa.

Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

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*York
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*More Sausage
Dollars
for YOU*

For further particulars write
The Cleveland Kleen-Kut Mfg. Co.
 5501 Denison Ave., Cleveland, Ohio

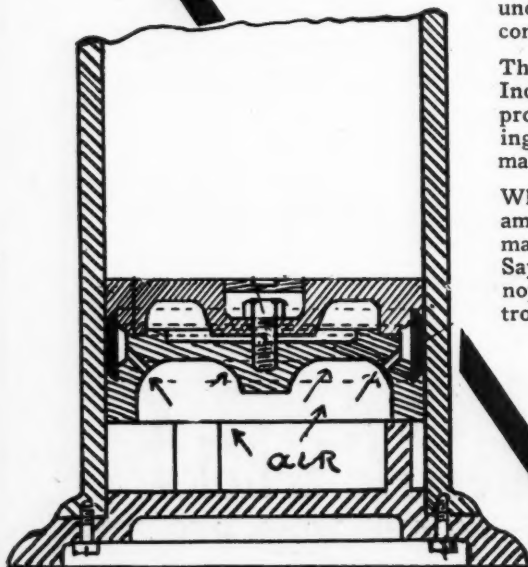
Good Bye Stuffer Troubles!

Every Sausage Producer knows the annoyance of leaking Stuffer Pistons. For years we have experimented to overcome this trouble to get a quick-lowering, fool-proof, leak-proof, sanitary stuffer piston.

We succeeded, and for over a year and a half we have tested the Superior Stuffer Pistons (Patented) under the most adverse and trying conditions.

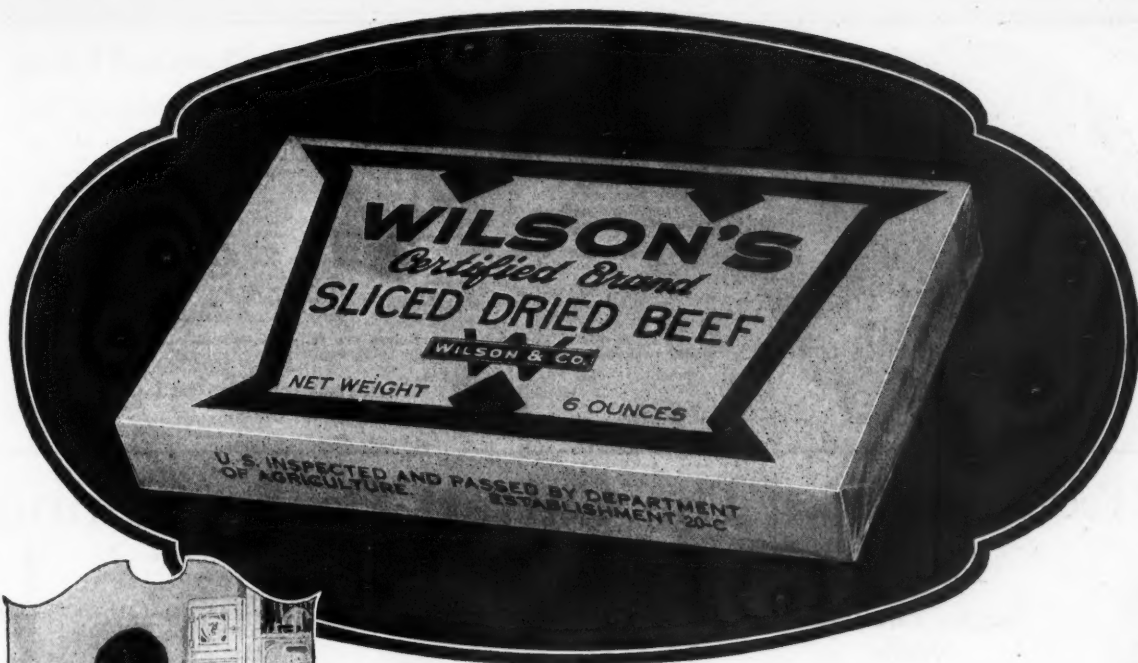
The result is that we can offer the Industry a *guaranteed* leak-proof, fool-proof, quick lowering stuffer piston for all makes of sausage stuffers.

When writing give inside diameter of your stuffer and manufacturer's name. Say good-bye to annoying Stuffer troubles.



**Van Hooydonk
& Schrauder**

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Quality Personified

SEALED and protected by a wrapping of transparent Cellophane, there is an irresistible invitingness about the packages of Wilson's Certified Brand Sliced Dried Beef that speaks eloquently of the high quality of the contents.

The protection afforded by Cellophane has opened for packers of dried and cooked meats profitable sales outlets heretofore deemed impossible. It enables the dealer to display *your* product on the counter, before the eyes of the customer, without fear of dust, dirt or contamination.

Send for an interesting booklet, "Your Product in a Show-case of Its Own," explaining the manifold advantages of this unusual and protective wrapping material.

DU PONT CELLOPHANE CO., Inc.
Sales Offices: 40 West 40th St., New York City
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Canadian Agents:
WM. B. STEWART & SONS
 Limited
 64 Wellington St., W., Toronto, Canada

Cellophane is a new wrapping material—unusual because it's absolutely transparent. It is strong, impervious to grease or dirt, and comes in many colors and embossed patterns.

DU PONT CELLOPHANE

REG. U. S. PAT. OFF.



The O. K. Shear, Kut Angle Hole Plates and Knives

WHY THEY PLEASE SAUSAGE MAKERS

From all over the country, manufacturers of quality goods who pride themselves on making only the finest product, especially summer sausage and pure pork sausage, are using the Superior No. 6-O. K. Plates and Knives in their grinders. The O. K. Knives and Plates make a clean cut product, retaining the binding quality of the meat. They do not crush or smear. They do not heat the meat. They double the life of the grinder and use only two-thirds the power.

The Plates are reversible and can be used on both sides. The holes are on

an angle and give the meat a free flow through the plates.

Knife arms are designed to hold the blades at proper angle, to cut with radius of holes, and do not push the meat through outer edge of plate against the cylinder wall.

The Superior No. 6 Plates contain one inch more cutting capacity, which means more holes than the old-style plates. For example, 5/64" plate contains 3,200 holes, or 1,200 holes more than the old style. The 1/4 plate has 1,240 holes or 158 more holes than the old style, and others in proportion.

The O. K. Shear Cut Plates and Knives are fully guaranteed. If not satisfactory after ten days trial your money will be refunded.

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

Main Office

Chicago, Ill.

2021 Grace St.

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Now Using

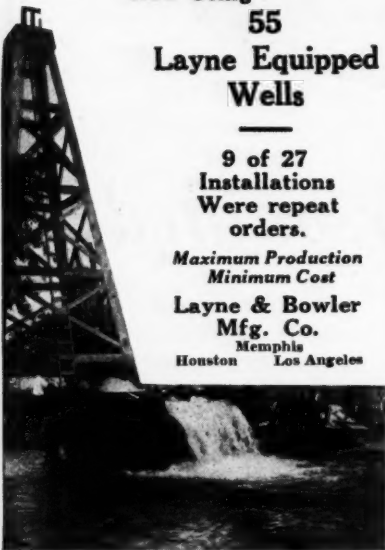
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Layne Equipped
Wells

9 of 27
Installations
Were repeat
orders.

Maximum Production
Minimum Cost

Layne & Bowler
Mfg. Co.
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OAKITE CLEANS

better—cheaper—faster

THERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

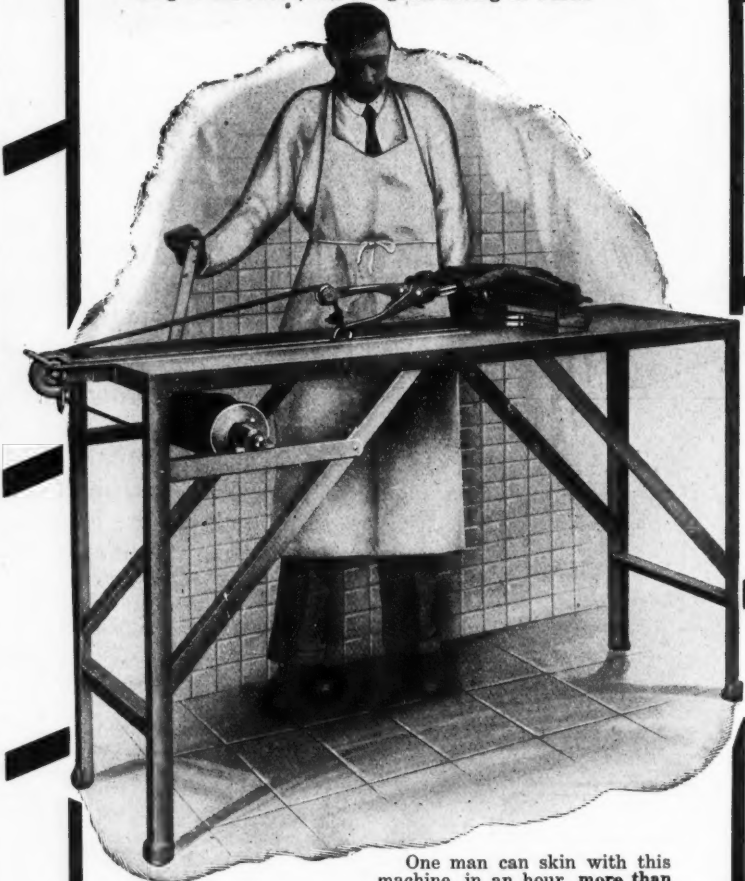
OAKITE

Industrial Cleaning Materials and Methods
OAKITE IS MANUFACTURED BY OAKLEY CHEMICAL CO.
104 THAMES ST., NEW YORK N.Y.

The Calvert Bacon Skinner

The Calvert bacon skinning machine is designed for taking the skin off the smoked breakfast bacon for slicing purposes.

The great advantage of this machine is the rapid skinning of the bacon, and the great saving in waste.



One man can skin with this machine, in an hour, more than two men can skin by hand in a whole day. When skinning by hand it is impossible to get all the fats from the rind, and the machine takes this off perfectly clean. There is a saving of at least from 3 to 5% waste fat which is left on the rind by performing the operation by hand.

The Calvert Machine Co.

1606-1608 Thames St.

Baltimore, Md.

Tell the Advertiser you saw it in THE NATIONAL PROVISIONER

Sausage Makers Earn Most Money Using Our

New Type "Boss" Cutters and Mixers With Unloaders

The New Wonder Machines for High Grade Sausages
Fast, Effective and Clean. Meat not Touched by Hand

Latest and Most Useful Improvement. Patented May 4, 1926.

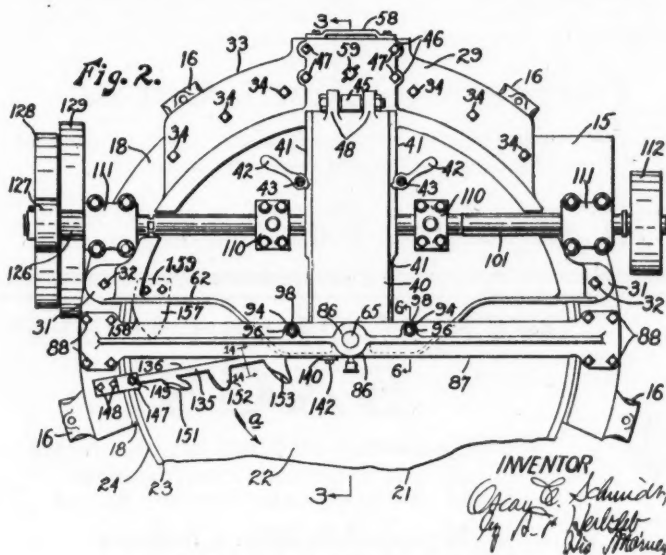
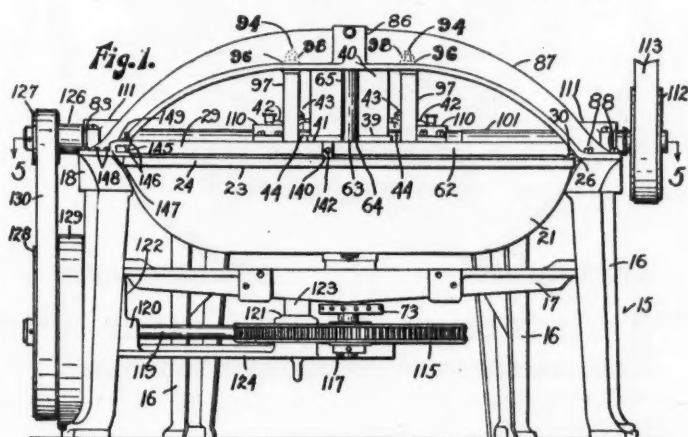
Printing and Drawings below are copy of sheet 1 of United States Patent
No. 1,583,755 granted us with 20 claims for this Novel Invention.

May 4, 1926.

1,583,755

O. C. SCHMIDT
MEAT CUTTING MACHINE
Filed Nov 7 1923

4 Sheets-Sheet



43 in. Bowl, 6 or 7 Knives; Capacity, 250 lbs.
56 in. Bowl, 9 Knives; Capacity, 550 lbs.

"BOSS" Meat Bowl Unloader
Patented April 28, 1925



Machines in use at:

The E. Kahn's Sons Co.,
Cincinnati, Ohio
The J. & F. Schroth Packing Co.,
Cincinnati, Ohio
The Hildebrandt Provision Co.,
Cleveland, Ohio
(has 2 machines)
A. Haberman Provision Co.,
Cleveland, Ohio
Oswald & Hess Co., Inc.,
Pittsburgh, Pa.
Fried & Reineman Packing Co.,
Pittsburgh, Pa.
J. T. McMillan Co.,
St. Paul, Minn.
John J. Felin & Co.,
Philadelphia, Pa.
Armour and Company,
Chicago, Ill.
East Side Packing Co.,
East St. Louis, Ill.
Sieloff Packing Co.,
St. Louis, Mo.
Bettendorf Packing Co.,
St. Louis, Mo.
Loeffler Provision Co.,
Washington, D. C.
Columbus Packing Co.,
Columbus, Ohio
Kurrle Packing Co.,
Baltimore, Md.

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

Write us for information and prices on

H. & H. Electric Ham Marking Saw
H. & H. Electric Pork Scribing Saw
H. & H. Electric Beef Scribing Saw
H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
Jelly Tongue Pan
Maple Skewers
Knitted Bags

Best & Donovan

332 South Michigan Blvd.
Chicago, Ill.

**PACKERS
GET**

"More lard per hog"

By Using Bannon Separators
in the Rendering Plant

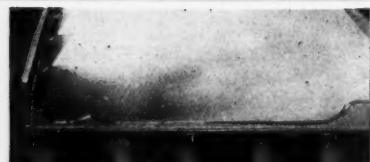
The BANNON COMPANY
32 Illinois St. BUFFALO, N. Y.

KRAMER

Improved

**Hog Dehairing
Machines**

L. A. KRAMER CO.,
111 W. Jackson Blvd., Chicago



BRYNE SPRAY SYSTEMS
for Hog and Beef Coolers

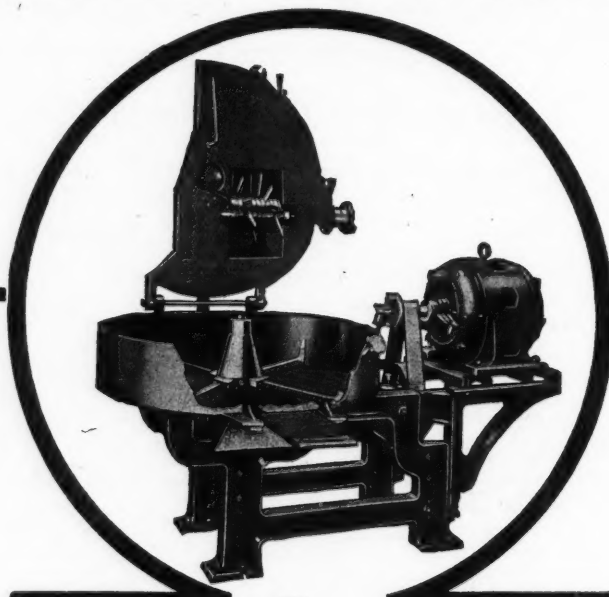
Designed and Furnished Complete

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Yes—It's Really Self-Discharging

*To discharge meats automatically and quickly
from a Silent Cutter has been a problem.
It has been completely solved in the*

Perfection Silent Cutter



The
Perfection Silent Cutter

It's extreme simplicity—just open the sliding gate and the meat discharges into a truck underneath.

No—there are no cumbersome gears, levers, or other mechanical appliances to manipulate. It's the simplest method—the best one.

But besides this simple method of operation and control, the new

Perfection Silent Cutter

Does not heat the meat—Produces better tasting products
It's simple—It costs less to operate

R. T. Randall & Co. 331 & 333 N. 2nd St.,
Philadelphia, Pa.

**BEEF, HAM and SHEEP
BAGS**

We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat
WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company
TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

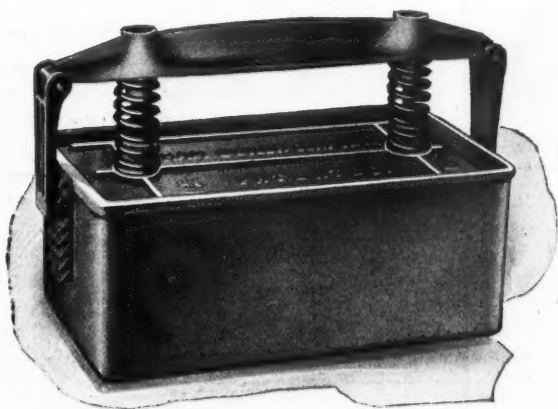
Thomson & Taylor Company

Recleaned Whole and Ground
Spices for Meat Packers
CHICAGO, ILLINOIS

A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

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1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.



THE WHITE BACON SKINNER

Motor
Driven

Easy
to operate

It saves 3% in
product
It saves 50% in
labor

Pat. Pend.

SAM B. WHITE 227 EDDY STREET
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A commercial product of highest quality.
Manufactured especially for the refrigeration trade.

Booklet on Alkalinity—Ammonia Leaks
—Corrosion and Complete Refrigeration Table on request.

Stocks in principal Commercial Centers

THE DOW CHEMICAL COMPANY
Midland Michigan
NEW YORK SAINT LOUIS

Live Wire Springs on New Rispel Ham Retainers

Mean elastic pressure throughout boiling operation. This reduces shrinkage.

Will give one
for trial to
prove its
merits



H Type
Made of best
cast aluminum

Patented June 2, 1925

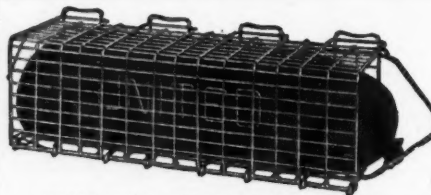
Makes perfect straight Hams and Meat Loaves

A. Rispel & Company

Manufacturers of many types and sizes of Ham Retainers

1617 No. Winchester Ave.

Chicago, Ill.



The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

Mold furnished with or without letters.
Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

United Steel & Wire Co.
Battle Creek, Mich.
Atchison, Kans.



The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

When You Write
The Advertiser
Mention

THE NATIONAL PROVISIONER

PATERSON PARCHMENT PAPER CO.
PASSAIC, NEW JERSEY

Could motor trucks look better than this pair of International Harvester Model SL's working for the Cudahy Packing Company? These are underslung-chassis 1½-ton Speed Trucks with top of frame only 24 inches from the ground, for easy loading and unloading.



Let International Harvester Trucks Serve You, while we serve them

OF COURSE we are proud of the trucks—that goes without saying. International Harvester trucks have been built better and better for about 22 years now. In the provision business and elsewhere, owners by the thousands have testified gladly—unasked and in writing—to their wonderful qualities. Time has proved the long life and lasting economy of International trucks. A few owners are quoted here.

But what we are especially proud of is International service—service without equal. International trucks are serviced by the largest company-owned truck service organization in the world; there are now 120 company-owned branches in principal cities of the United States and 17 in Canada, and our truck dealers are everywhere between. Your International truck or fleet will be watched and safeguarded faithfully by our tremendous facilities in men and equipment wherever your trucks will go.

Write us for a folder and see the full International line at the nearest showroom. Sizes range from the new ¾-ton "Special Delivery" and the 1-ton Speed Truck up to the 5-ton Heavy-Duty Model.

INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave. of America
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Read What These Men Say About International Trucks

"Having used International for years we can say that we honestly believe there is not a truck made that will beat it for service and satisfaction, with as small upkeep. You just can't hardly wear one out."

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"Several of our Internationals have gone over 75,000 miles. The record of truck No. 777 alone has sold fleets of Internationals in this territory."

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"Three of my old Internationals have covered 90,000 to 150,000 miles. Because of the service rendered by them I have purchased four more. The service of the Company is unequalled."

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"Our three Old Internationals have given us mighty good service and have operated economically. We have been using them over seven years."

R. L. FRENTZ,
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"This International (9 years old, 150,000 miles) has been in continuous service since its purchase and has cost less than \$50 per year upkeep. I recommend Internationals to any truck owner."

EDWARD F. MONN,
Indianapolis, Ind.

"Out of a fleet of nine trucks, two old Internationals give the least trouble and the cheapest cost per ton-mile. Both trucks going strong after 125,000 miles."

JAMES H. GRAY CO.,
Springville, N. Y.

"They certainly hold up and give fine service with very little expense. Our oldest International has 225,000 miles to its credit."

P. E. STINE,
Elizabethville, N. J.

"This makes our eleventh International. In our seven years of experience we have found International trucks will stand up under hard usage longer than any other of the numerous makes we have used. And your service is unequalled."

CHATMAN & ADAMS,
Clearwater, Fla.

The "Enterprise" No. 1156 Chops 3,000 Pounds an Hour

For the sausage maker or packer who desires this capacity, here is the ideal chopper.

The distance from ring to floor is 26½ in. Permits carrier to be run under chopper.

Fitted with 7½ h. p. motor, it is a fast, power machine.

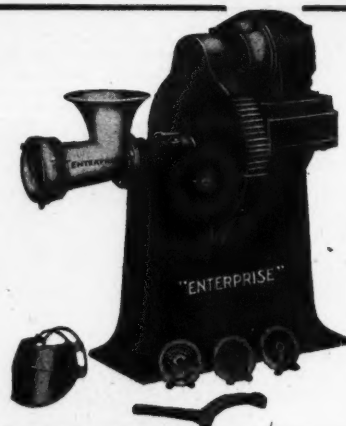
The No. 1156 is economical to operate and high in production efficiency.

Four plates furnished with each machine, one fine, one medium, one coarse, and one knife for cutting fat. Also three knives and one fat knife.

No matter what your chopping problems may be "Enterprise" experts can help you.

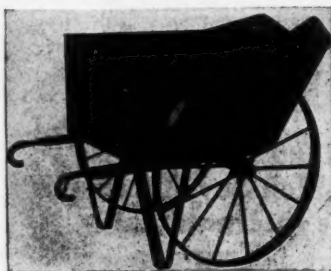
Our fifty years' experience is at your disposal.

Send for catalog showing the entire "Enterprise" line.



**THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.**

No. 1



TANK CHARGING CART NO. 27

Watertight, round-nose truck of heavy gauge galvanized steel. Easy to clean. Mounted on 40" dia., 3" face steel wheels.

OVERALL DIMENSIONS

	Length	Width	Depth	Weight
Tank	60"	29"	22"	
Truck	74"	45"	51"	350 lbs.

**MARKET FORGE CO.
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Making Trucks and Racks Since 1897

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THE GLOBE Meat Loaf Stuffer Attachment

No. 401

This adjustable stuffer attachment is used to stuff Meat Loaf into pans. It can be used on any style stuffer and is adjustable for bench height.

It saves labor and overcomes Government objection to filling pans by the old hand method.

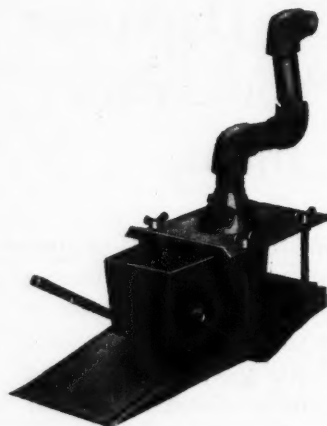
The attachment is made up in the blue annealed steel and tinned after fabrication.

Meat loaf pans made to your specifications.

Write for Prices

THE GLOBE CO.

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Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company
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"DICK'S" COOK'S KNIVES

Cut Like a Razor

Every Knife Is Guaranteed

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Sole Agents in the United States and Canada for
PAUL F. DICK, Esslingen a. N., Germany





Your Curing Cellars

Contain valuable products. Are these products also kept in the best standard 1,500-pound hogheads?

Many well-known packers speak highly of their everlasting quality. Try Hauser-Stander Hogheads. Compare the material and workmanship and notice how thoroughly we finish them.

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THE BRECHT COMPANY

ST. LOUIS

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ESTABLISHED 1883

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Manufactured Under Sol May Methods

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Sheep Casings a Specialty

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"The Skins You Love to Stuff"

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Hog · Beef · Sheep

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(Cries Ridgway)

HOOK 'ER TO A STAR

(Cries Emerson)

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Yet both yells mean the same.

When we can get a man to stand still long enough to look over our great list of Ridgway Elevator users he exclaims:

"Gee, Ridgway, these are the Biggest and Best in the land. How'd you get 'em!"

Prosperity and Ridgway go hand in hand.

One "Hooks 'er to the Biler" and the other to a Star.

Yes, Ridgway "Hooks 'er to a Star."

His flourishing customers "Hook er to the Biler."

That is to say Ridgway makes his wonderful elevators because he believes he does the world a great service.

Ridgway elevators save lives.

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Ridgway elevators make vertical transportation in plants both safe and sure.

Ridgway elevators bring prosperity.

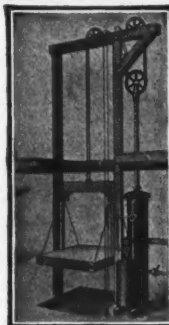
Ridgway customers are the big successful plants.

This is why we say Ridgway Hooks 'er to the Star when his friends

"HOOK 'ER TO THE BILER"**Craig Ridgway & Son Co.**

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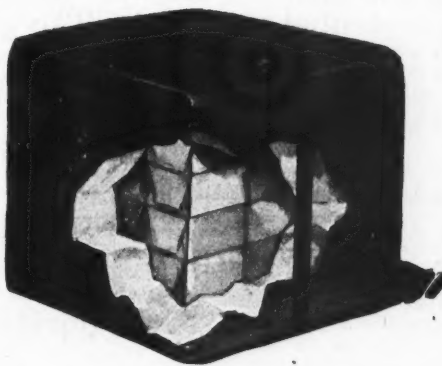


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Where Strength Is
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Stocks Carried in Hill
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Place Your Contracts *for* National Woodenware Lard Tubs

Your demands necessitate tubs of strength—made from substantial woods—built to give service. To fulfill these requirements requires the resources of a manufacturer who has at his command the finest of woods.

Located in the heart of Minnesota forests, we have available the best hard and soft woods—so necessary to the making of serviceable tubs. Thorough kiln drying prevents shrinkage and reduces waste.

Write us your requirements and we will furnish quotations

**Prompt delivery from stocks carried in Hill City, Minnesota,
Chicago, Kansas City, So. Omaha, Fort Worth, Oklahoma
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NATIONAL WOODENWARE COMPANY

West 43rd Street and South Racine Avenue

CHICAGO

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Vol. 74

Chicago and New York, May 29, 1926

No. 22

Automobiles for Packer Salesmen

Should the Packer Own the Car or Make An Allowance to Salesman? Methods Used by Various Packers

Automobiles for salesmen, and the proper allowance for their upkeep, has been a troublesome problem for packinghouse sales managers.

Many factors have to be taken into consideration—either in company ownership or salesman ownership of the car—such as proper allowance for operation and upkeep, protection in case of accident, etc., so that satisfactory arrangements will be made for the company, and at the same time fair treatment accorded the salesman.

First of all, the question of ownership of the car comes up.

Some companies have found it more satisfactory to own their own cars, and to take care of the upkeep. Others have found it undesirable to attempt company ownership, preferring that the salesman buy his car, and that an allowance be made him for its operation.

When the salesman is required to buy his car the company often assists him, allowing him to pay for it on a deferred payment plan.

What Salesmen Are Allowed.

For salesman-owned cars a mileage allowance is usually made to cover gasoline, tires and other expenses of operation and deterioration.

This mileage varies with different companies and in different localities. In many companies a standard allowance of 5 to 6c per mile has been found satisfactory to all, this figure being based on the average cost of operation of a Ford runabout. In a few cases where roads are difficult, 7c a mile is allowed.

The mileage on a salesman's route is measured in such cases, and a flat allowance made. If there is a change, the route must be re-measured and the allowance rated accordingly.

City and Country Allowances Differ.

A difference in mileage allowance

is sometimes made between city salesmen and country salesmen. Where country roads are good, and traffic is not too heavy, as low as 5c a mile is allowed. But in general \$12 to \$15 a week is allowed for the country salesman, and \$10 to \$12 for the city salesman.

Some companies owning their own cars, paying for gas, tires and repairs, find that in the city this runs as low as \$5 a week, and that it is generally the most economical plan to follow.

After careful calculation and comparison there seems to be general agreement that, on ordinary roads or streets, 6c a mile fully covers all expense of operating a car.

Who Carries the Insurance?

The question as to who should

carry the liability insurance on a salesman's car is another one that is sometimes puzzling.

Where the company is assisting in buying the car, it usually carries the liability until the full payment for the car has been made by the salesman. After that the company arranges to protect itself, and the salesman protects himself. Other companies pay the liability and require that the salesman pay half of the bill.

In the case of company-owned cars, the practice of trading them in at 10,000 or 15,000 miles is followed. It is so arranged that this matter comes up automatically about a month before the mileage limit is reached, and an inspector is sent to see if it will pay to continue the car in service or whether it should be traded in.

The following views are expressed by packers who have given a good deal of study to the subject of automobiles and automobile allowance for packinghouse salesmen:

Company Should Own Car

One packer believes that the only satisfactory way is for the company to own all cars used by salesmen. He writes as follows regarding this:

Editor THE NATIONAL PROVISIONER:

We own all of our automobiles and allow our salesmen expense money to operate them, just as we allow expense money for hotels, meals, etc., when they work out of town.

This automobile proposition is a troublesome one, whichever way you look at it, and whichever way you work it.

Makes a Dissatisfied Salesman.

You can kid yourself along by letting your salesman buy the car, and pay so much per month on his car, and you allow him a certain amount per mile or per week for the operation of this car.

But suppose the salesman happens to run into a lot of hard luck, and is losing money operating his car. Then he is

Satisfied Salesmen

Every sales manager wants high-class salesmen, who will be a credit to his company.

If good men are to be secured and kept, proper working conditions must be provided for them.

One important item is the best means of transporting the salesman from one customer to the other.

In most sales territories the best and most economical medium has been found to be the automobile.

But the ownership and most satisfactory method of operation has not always been worked out to the satisfaction of both packer and salesman.

The opinions and experiences of packers all over the country in handling this matter, given in the attached article, may help to solve your problem.

If you have a better way, tell it to THE NATIONAL PROVISIONER.

either going to be a dissatisfied salesman, with the result that he won't represent you right, and do the business that he would with a clear mind, or you have got to help him out on his unusual expense—which means that you paid for it anyway!

When the salesman owns his car you have nothing to say about it. When you own it, you can direct its operations, and have any advertising you want painted on your cars, making them all uniform, etc., which lends a better atmosphere and adds to the public's regard for the firm.

Insured in More Ways Than One.

Your cars are always fully insured when you own them, which isn't always the case when your salesmen own them.

If a salesman has a smashup and a car broken down, how is he going to work his trade? You have got to furnish him with a spare car. If you own his car, you have a spare car for such an emergency.

There are many other points that make us feel that it is best for us to own our own cars, just as much as we should own our own trucks and our own machinery in our plant. It is part of our equipment.

A Test of the Salesman.

The only point that I know of that might be in favor of a salesman owning his own car is that in a few rare cases he might take better care of it.

This situation is seldom encountered, as our salesmen are expected to take care of their cars just as they are expected to sell our products and keep up our collections. That is part of their job, and if they don't hold up their end of it right, then they are not the kind of salesmen we want on our force!

Saves on Car Allowances

Another packer who provides his salesman with their cars says:

Editor THE NATIONAL PROVISIONER:

Our arrangement is to provide our salesmen with cars. Having our own garage for taking care of our equipment we find it cheaper than allowing a salesman to drive his own car and give him an allowance.

The average salesman would require an allowance of from \$7 to \$10 weekly for his own car, and we find that we can operate a fleet of company-owned cars to better advantage.

Of course, there are exceptional cases where salesmen drive through country districts, and that we regulate by the sales results, etc. But for city selling, such as our efforts are confined to principally, we find it pays to provide our salesmen with cars.

Both Plans Are Used

A company whose salesmen use both company-owned and salesmen-owned cars arranges its allowance as follows:

Editor THE NATIONAL PROVISIONER:

Where our salesmen use automobiles owned by ourselves, we receive an itemized expense account monthly, with receipts for money paid out, which are carefully audited. The expense of operation depends largely upon the nature of the territory and condition of roads. The

cost of a company automobile is absorbed by the salesman using it through monthly depreciation charged against his commission account.

Where necessary to grant allowance to salesmen for the use of their own machine, we usually take the average monthly cost of operating a Ford coupé for two years on the same or similar territory, and permit such amount to appear as a charge on monthly expense accounts.

While this applies to the bulk of our salesmen, we have some exceptions, such as those who work on straight salary, and others to whom we pay a fixed sum monthly, which includes their compensation, and out of which they pay their own expenses.

Used Allowance as Salary

A Southern packer found that when a flat allowance was made for the use of an automobile, the salesman was likely to feel that this is part of his salary, and not conserve this allowance for repair and replacement charges.

This sales manager writes as follows regarding this practice:

Editor THE NATIONAL PROVISIONER:

Our plan has always been to make a flat automobile allowance of so much for the use of the automobile.

We have found, however, that the average salesman having an automobile is liable to feel that this allowance is more a raise in salary than it is a fund out of

which he must care for his car. That money would slip through his fingers, and when the time came when he needed a little cash to spend on the car, he did not have it.

To offset that, we have made a plan whereby we make them an allowance, but pay only one-half of it to the salesman, and credit the account with the other half. The idea is simply to force the salesman to take care of his automobile allowance, so that when he needs a new tire, battery, or some heavy repairs on the car, he has the funds which he can use to take care of it.

Another packer bases the automobile cost allowance to salesmen owning their own cars on the average cost to operate company-owned salesmen's cars. This seemed to them the fairest way they could work out the cost allowance.

Some Salesmen Should Walk

Another packer feels that it is not always profitable to furnish salesmen with cars, especially in the more congested city districts. In a certain percentage of his city territories the automobile is considered an economy, but in others better results can be accomplished by the salesman walking or using the street cars. He says:

Editor THE NATIONAL PROVISIONER:

We allow our city salesmen \$10 per week, or \$2 per day, for an automobile, where an automobile is necessary. Most of our salesmen now have cars, as we find in 75 per cent of our city territories that a salesman can use a car to advantage.

But in some of our city territories we do not give the salesman a car. The question of parking and lost time is too great, and he can do much more by walking.

Our country salesmen are allowed \$15 per week or \$3 per day for the use of their car, as they cover many more miles each week. An automobile for country salesmen is now a necessity, due to the wonderful roads we are getting throughout the country, and it is time saved as against electric or rail service.

Salary and Allowance

A packer of long experience in handling salesmen says that, in addition to the salesman's salary and bonus, "we make an allowance for the week on their own automobiles."

This varies from \$8 to \$20 per week, according to the different territories and the conditions which surround them. All salesmen own and operate their own machines.

Automobile cost is adjusted entirely as a local question for each territory, making allowance for the probable cost of operation, roads, mileage covered, etc. All salesmen report their total mileage each week.

Further correspondence regarding methods which have been found most satisfactory to the companies employing them, and the reasons for the success of the plan, is invited. Write to the Sales Editor, THE NATIONAL PROVISIONER, Chicago.

What pork cuts are cured in dry salt and how is it done? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Scales and Profits

How much do your scales and scalers cost you every year?

Are all your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of five articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 10c in stamps.

The National Provisioner,
Old Colony Bldg., Chicago.
Please send me the reprints on
"Weighing in the Meat Plant."

Name.....

Street.....

City..... State.....

Enclosed find 10c in stamps.

Where Quality Sausage Is Made

New Plant of Leading Chicago Concern Embodies Up-to-Date Equipment and Scientific Lay-Out

I—Acme Sausage Company, Chicago

(EDITOR'S NOTE.—This is the first of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER describing modern American sausage plants, their lay-out and their operations.)

"Quality" is the slogan of successful sausage makers everywhere.

They realize that it is disastrous to their business to use cheap materials in order to turn out a low-priced product.

Poor sausage will soon kill its own trade. A quality product, made from high-grade materials, properly manufactured and handled, always finds a ready sale at a price that brings a fair profit.

Quality Sausage Gets the Business.

Back of every successful sausage maker of today will be found a record of quality product, backed up by intelligent merchandising and a thorough knowledge of the business.

The firm that keeps on producing cheap sausage for low-priced sale is very likely to dig its own financial grave. There is a big demand at a profitable price for quality sausage, and the firm that produces and merchandises it properly has nothing to fear in the way of competition from the maker of cheap sausage.

It has often been said of the sausage business, "There is no standing still—one must either go forward or backward."

Keeps On Going Ahead.

One Chicago concern which has gone

forward steadily is the Acme Sausage Company. Their watchword, "Quality Products" has never been forgotten. This, combined with untiring energy, attention to details and a constant effort to promote efficiency and better service, has built up an enviable reputation for Acme Brand food products.

The constantly-increasing demand for its products has made it necessary for the company to build a new plant, much larger and better equipped than the old one. Every effort has been made to have the new plant one of the most modern and best-equipped in the country.

The new plant is located at 3718-24 South Ashland avenue, Chicago, in the Central Manufacturing District, the geographical center of the city. It has been set well back from the street line, anticipating the widening of Ashland avenue.

Contract for the building was let in the spring of 1925. The work was completed and the building occupied on December 21 of the same year.

Lay-Out of the Plant.

The building is 110 ft. long and faces Ashland avenue, with a loading court in the rear. It has three floors and a basement, with a floor area of 36,000 sq. ft.

The construction is fireproof throughout, the flat slab design of reinforced concrete, with its drop heads, column caps

and round columns giving the plant a tone of quality as well as utility.

The greater part of the floors have been brick paved. The balance, not subjected to heavy trucking traffic, have been hardened with granite.

Sanitation Is Featured.

Glazed brick wainscot 6 ft. high is built in all rooms where sanitation is essential. All other walls and partitions, whether brick or cork, are plastered with Portland cement plaster. All rooms requiring refrigeration have been lined with compressed cork board.

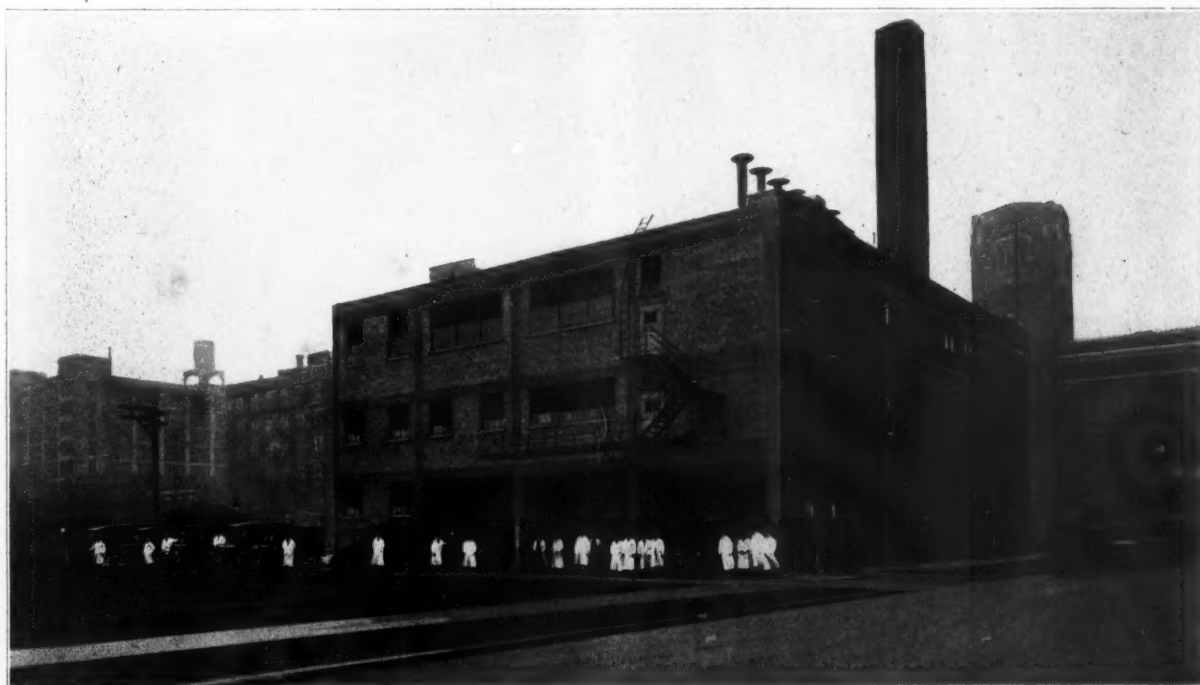
The plant is well balanced, the different departments for sausage, hams, bacon and lard being arranged for the most efficient handling of product, both raw and finished.

The sausage meat curing cooler, sausage department and cook room, with smoke houses adjacent, are located on the third floor. Also located on this floor are a spice room, casings cooler, boiled ham and sausage chilling room, and lard refinery.

Modern Sausage Equipment.

A double battery of sausage grinding and mixing machines, compressed air sausage stuffers, white mosaic tile top stuffing tables and meat loaf bake oven comprise the bulk of equipment in the sausage department.

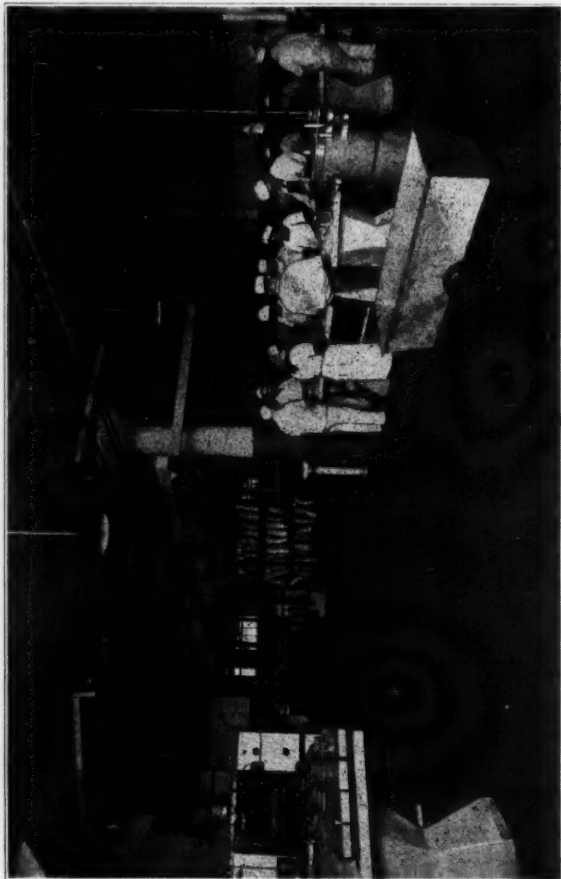
Each of the stuffing tables is supported



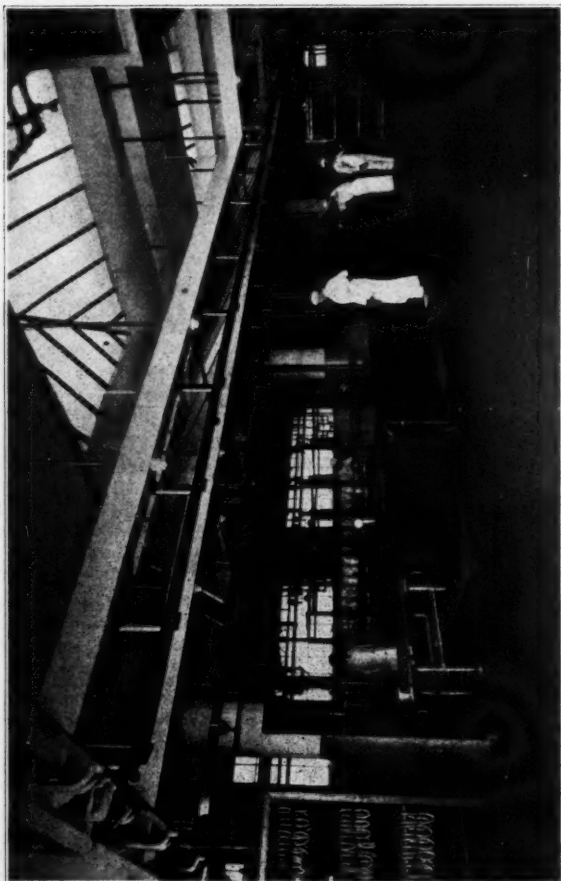
REAR VIEW OF ACME PLANT, SHOWING CONVENIENT LOADING COURT.

The new plant of the Acme Sausage Company is equipped with a large loading court and dock, which will accommodate from eight to ten trucks at one time. This picture shows eight trucks backed up to the loading dock, with six more waiting their turn.

SOME VIEWS IN THE NEW MODERN PLANT OF THE ACME SAUSAGE COMPANY, CHICAGO.



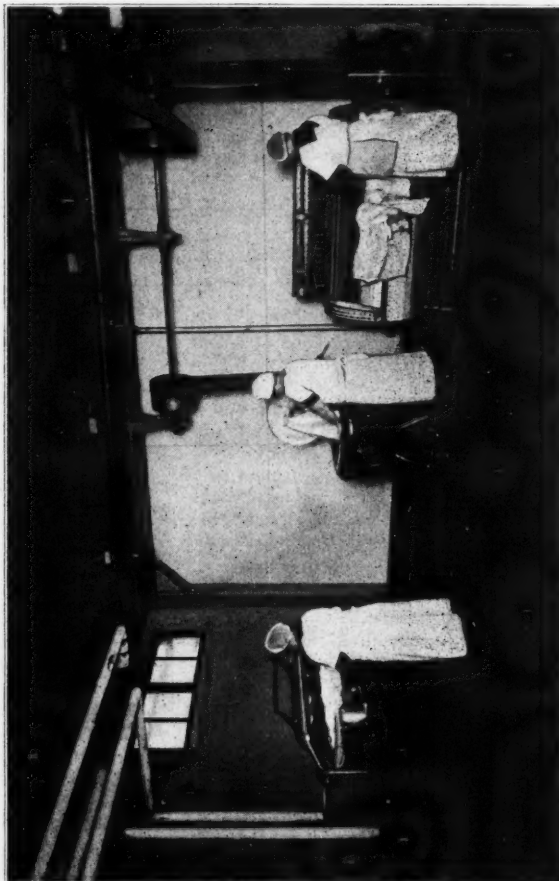
VEAL LOAF COOKER ON THE LEFT, SAUSAGE STUFFING BENCHES ON THE RIGHT.



DAYLIGHT SAUSAGE COOKING ROOM; PRODUCT HANDLED BY CONTINUOUS PROCESS.



EMPLOYEES' DRESSING ROOM, SHOWING STEEL LOCKERS AND HANDY BENCHES.



THE PLANT IS PROVIDED WITH A COMPLETE LAUNDRY, AN UNUSUAL FEATURE.

by two octagonal pedestals, a feature quite out of the ordinary, and most conducive to cleanliness.

The sausage cook room is particularly worthy of note. The roof has been specially designed, with skylights and monitors arranged in such a manner that daylight is plentiful, and steam from the cook boxes is quickly carried away. A forced draft heating and ventilating system has also been installed, so that all steam or fog is done away with, even in the coldest winter weather.

The Sausage Cooking Room.

A double row of steel cook boxes with "Acme submersers" placed in the center of the room make possible a continuous process of sausage stuffing, smoking, cooking and chilling. One large elevator near the cooler, serving all floors, provides for the transfer of chilled products to the shipping coolers on the first floor with the least amount of travel and handling.

The second floor may be termed the utility section of the plant. On this floor



WM. E. McCONNELL
President Acme Sausage Co.

are found the lard draw-off department, storage space for surplus materials, a large summer sausage hanging room, etc. Firing pits for the sausage smokehouses are located on this level.

The six smokehouses are all gas-fired. Two systems have been installed—one for smoking small product and one for smoking large product.

Everything for Convenience.

Toilet and locker rooms on this floor for men and women employees centralize this very important necessity. Other facilities have also been provided on each floor.

The first floor is devoted to offices, general assembly and shipping rooms, with refrigerated space for holding product. The shipping room has also been pro-

vided with refrigeration, in order to keep product in first-class condition during the packing process.

The loading platform and court, entirely enclosed, are located in the rear of the plant. Eight to ten trucks can be accommodated at one time.

A visit to the basement reveals two large cold storage rooms for the curing of sweet pickle and dry salt meats, soaking and wash room for pickled meats, laundry, casings room, wood, sawdust and oil storage rooms, boiler room and engine room.

A Model Laundry Plant.

The complete laundry room has been provided in order that employes have at all times clean aprons, frocks, caps, etc., a necessary adjunct to maintain the high standard of sanitary excellence demanded by the company. The picture of the laundry accompanying this article, as well as the other pictures, demonstrates this forcibly.

It is in the boiler and engine room that one realizes the importance of the "heart" of the establishment. Were this not arranged to function properly and continuously, the pleasing exterior, the efficient arrangement and the modern equipment would be of little benefit.

Duplicate units have been installed to meet any emergency that might arise. Two 50 h. p. high pressure boilers, equipped with automatic oil burners, furnish the steam and heat necessary for all the various uses throughout the plant.

Power Refrigeration Plants.

Two 25-ton motor-driven ammonia compressors furnish refrigeration for all cold storage rooms. The cooling rooms not requiring freezing temperatures are cooled by means of salt brine. This is forced through spray nozzles into horizontal tubes or vertical ducts located in the various rooms, and is returned by gravity to a large brine tank located in the cellar.

Direct-connected motor-driven brine pumps circulate the brine from this tank to the different rooms in the plant. Brine is cooled by means of ammonia coils submerged in the tank and operated by ammonia compressors in the engine room.

Electric current is supplied by the public utilities company. Wherever possible all machines throughout the plant are direct-connected to individual motors and operated by push-button control.

History of the Company.

The company was incorporated in 1913. Officers are Wm. E. McConnell, president, and Joseph Robinson, secretary-treasurer, who devote all their time and attention to the operation of the plant. Both Mr. McConnell and Mr. Robinson take a personal interest in all their employes and customers. It is this personal touch that makes for friendly relations with the trade, and all with whom they do business feel that they are dealing with friends.

The bulk of the company's products are distributed to the trade by a fleet of 30 motor trucks.

The plant was designed by Henschien & McLaren, well-known packinghouse architects of Chicago.

TO BOOST BACON HOGS.

Wisconsin packers, livestock breeders and county agents have joined forces to encourage the production in the state of meat animals which will more nearly meet market demand.

With this object in view the Wisconsin Livestock and Improvement Council was formed. M. F. Cudahy, president of Cudahy Bros. Co., Cudahy, Wis., was



JOSEPH ROBINSON
Secy.-Treas. Acme Sausage Co.

elected president; Ralph Reynolds, of the Wisconsin Livestock Breeders' Association, treasurer; and K. L. Hatch, of the Wisconsin College of Agriculture, secretary. F. B. Hansen, who has been active in behalf of the Cudahy Bros. Co. in promoting bacon hog production in the territory, has been appointed packing plant field man.

These officers, with Oscar G. Mayer, of Oscar Mayer & Co., Inc., and president of the Institute of American Meat Packers, and George Hooper, president of the Wisconsin Breeders' Association, compose the board of directors.

One of the projects of the council will be to encourage the production of leaner hogs, more desirable for both the domestic and the export trade. The state is particularly adapted to the raising of such hogs, because of its plentiful supply of dairy by-products and the harder grains.

The efforts of the organization will not be limited to hog improvement, it is stated, but to stimulating the marketing of top grades of cattle and sheep as well, to the eradication of livestock diseases, and in general to the economical production of a type of meat animal best adapted to the needs of the consuming public. Field work will be done to advise Wisconsin farmers of the type of animals desired by the packers.

Through the work of the council it is expected to bring Wisconsin packers and livestock breeders into closer relationship with funds available to carry on state-wide campaigns to improve meat production.

Packers Ready for Regional Meetings

All regional chairmen of the Institute of American Meat Packers have completed plans for the meetings which will be held in their regions during the second week in June. In the South there will be a single meeting—at Nashville on June 9—resulting from the uniting of the Kentucky, Tennessee, and Southeastern regions for this occasion.

Howard R. Smith, chairman of the Baltimore-Washington Region, has announced that the meeting of that region will be held on June 9 in Baltimore, instead of Washington, as was announced previously by the Institute, and that all packers attending from the district are invited to attend a dinner, which will be given after the meeting, as guests of the Baltimore packers. The meeting will be held at 4:00 P. M. and the dinner at 6:30 P. M.

All member companies are urged to note the Institute Department Directors who will speak at their respective meetings, and plan to have their companies represented by those engaged in work related to that which the speakers will discuss. Under this plan every company will be better able to take direct advantage of the services which the Institute departments offer.

The exact time and place of each meeting and the names of the Institute representatives who will be present follow:

CIRCUIT No. 1.

Region	Place	Date
Wisconsin	Milwaukee Association of Commerce, 2:00 p. m.	June 7
Iowa-Minnesota-Omaha	Cedar Rapids, Montrose Hotel, 10:00 a. m.	June 8
Kansas City	Kansas City Athletic Club, 2:00 p. m.	June 9

Wesley Hardenbergh, Director of the Department of Public Relations and Trade, and Dr. C. Robert Moulton, Director of the Department of Nutrition, will speak at these meetings.

CIRCUIT No. 2.

Michigan	Detroit, Sullivan Packing Co., 2:00 p. m.	June 7
Buffalo	Buffalo Athletic Club, 2:00 p. m.	June 8
Cleveland	Cleveland, Exchange Building, Union Stock Yards, 2:00 p. m.	June 9
Cincinnati	Business Men's Club, 12:30 p. m. (luncheon)	June 10
St. Louis	Missouri Athletic Club, 1:00 p. m. (luncheon)	June 11

H. R. Davison, Director of the Department of Waste Elimination and Live Stock, and H. D. Tefft, Director of the Department of Packinghouse Practice and Research, will speak.

CIRCUIT No. 3.

Pittsburgh	Pittsburgh Athletic Club, June 7 12:30 p. m. (luncheon)	June 7
Philadelphia	Manufacturers Club, 3:00 June 8 p. m.	June 8
Baltimore-Washington	Baltimore, Southern Hotel, 4:00 p. m. (dinner)	June 9
New York City	441 Lexington Ave., June 10 3:00 p. m.	June 10
Boston	Chamber of Commerce Bldg., Room D, 12:30 p. m., (luncheon)	June 11

H. L. Osman, Director of the Department of Purchasing Practice and Manager of the Institute Equipment and Supply Company, and Frank L. DeLay, Director of the Department of Organization and Traffic, will speak.

CIRCUIT No. 4.

Kentucky, Tenn., and Southeastern Regions	Nashville Chamber of Commerce, 10:00 a. m.	June 9
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R. H. Hess, Director of the Department of Industrial Education, and Norman Draper, Washington representative of the Institute, will speak.

PACKER MEETINGS IN WEST.

A general review of the meat and live stock situation during the first half of the present year, and a discussion of the outlook for coming months by Oscar G.

Key Men of the Industry

REGION No. 17—NORTHERN CALIFORNIA

These are the Regional Chairmen of the Committee on Trade Extension of the Institute of American Meat Packers. Each in his district heads up a practical, effective working organization in touch with Institute activities.



C. J. HOOPER.

(Western Meat Company, S. San Francisco.)
Northern California District.

Mayer, President of the Institute of American Meat Packers, will be one of the features of the regional meetings which will be held in six Southwestern and far Western packinghouse centers next month.

Institute members who attend the meetings also will hear about the direct services which are offered them by the Institute's departments from W. W. Woods, Executive Vice-President, and W. Lee Lewis, Director of the Department of Scientific Research, will tell of the progress which has been made in research regarding curing and other scientific problems related to the industry, including the operation of the Institute's Service Laboratory.

The meetings will be held in the following cities: Oklahoma City, June 7; Dallas, June 8; Los Angeles, June 14; San Francisco, June 15; Portland, June 18, and Denver, June 22. The times and places were announced in the last issue of THE NATIONAL PROVISIONER.

OPERATING MEN TO MEET.

Packinghouse centers outside of Chicago will be well represented at the meeting of the Operating Section of the Institute of American Meat Packers which will be held in Chicago on June 3 at the Institute's offices, according to notification which the Institute has received.

Seven talks dealing directly with packinghouse operations are scheduled on the program of the meeting, and the usual general discussion of the subjects by the packers who attend has been provided for. These subjects include:

Some of the Industry's Needs.

The Importance of Sampling—How to Do It.

Superannuation and Disability Pensions for Employees.

Storeroom and the Handling of Supplies.

Types and Care of Scales in the Packinghouse Industry.

Cause and Cure of Slimes.

Delivery of Packinghouse Products.

Company executives and members of the Regional Committees who attend the meeting at the Institute on June 4 also are invited to attend.

PEYTON BACK ON THE JOB.

J. C. Peyton, president of the Peyton Packing Company, El Paso, Texas, has just returned to business after an absence of two months, due to a series of severe illnesses and several operations, following a series of bad colds. Mr. Peyton completed his convalescence at Los Angeles and his friends are now hoping he will be in better health than ever.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

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Our Experiment Station at Ann Arbor is equipped to make tests on a commercial scale (under the direction of Prof. W. L. Badger) on

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THE NATIONAL PROVISIONER

Chicago and New York

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Meat Packers

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This will aid us in obtaining proper
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Jacob Dold Packing Co., Buffalo, N. Y.

Now's the Time to Try It!

A continuing short hog crop is pre-
dicted by the livestock statisticians of
the U. S. Department of Agriculture,
with some possible increase over last
year during the late summer months of
this year.

The spring pig crop in some Corn
Belt states is reported lighter than ex-
pected, due to losses of young pigs.
This feeling is expressed every year
when the season is cold or wet, and is
not always borne out by the marketings
of the crop six to eight months hence.
However, regardless of the develop-
ment of the spring pig crop late in the
year, there seems to be little prospect of
a material increase in the hog runs in
the near future.

With relatively small stocks of meats
on hand and a limited hog supply, there
appears to be no reason why product
should not be disposed of at a fair mar-
gin of profit. This is rather vital to
packers, as the cost of handling small
volume is so much greater than when
large quantities of raw product are
available.

*At any rate there is certainly no reason
to cut prices to move product.*

The time is ripe when packers can
put their selling practices into first-class
shape, learning their costs and selling
on a cost plus basis. It would appear
to be an unusual opportunity for the
industry to clean house.

"Sell Right" principles can be adopt-
ed, and will become so thoroughly
grounded that there will be little diffi-
culty in adhering to them when a period
of surplus arrives. In the meantime
the packer has his business on a mer-
chandising basis, and is in better posi-
tion to face difficulties than he ever can
be when he operates on a hit-or-miss
plan.

Merchandising on a steady but cer-
tain margin of profit is safest. Price
trends, even a few months hence, can-
not be diagnosed accurately by the most
experienced, and product from \$14
hogs is much expensive to be handled
carelessly.

**Will the industry grasp the oppor-
tunity given it by the current short-
age in hog supplies?**

Have a Mind of Your Own!

A journalistic survey recently made by
the National Association of Credit Men
indicated that business executives are in-
fluenced to a considerable extent by pub-
lished opinions on conditions, while many

credit men find facts and data of greatest
value.

Apparently the credit man seeks facts
on which he can form his own opinion,
while the average business man is too in-
clined to "follow the crowd."

In commenting on this condition J. H.
Tregoe, executive manager of the asso-
ciation, said:

"One cannot travel very widely over our
country and come into close contact with
its business problems and currents with-
out recognizing the supreme need of in-
telligent initiative. There seems to be an
irresistible temptation to follow rather
than to lead in the business world. What
others do that seems to be successful at-
tracts a flock of imitators."

The frequent inability to discover and
interpret hidden trends in business—and a
general leaning toward those so-called ex-
perts who are regarded as "prophets"—
often produces a state of business mind
that must be reckoned with.

There have been periods when bewilder-
ment came to business which, had it not
been checked, would have led to serious
consequences. This occurred even though
at the time there was not a sign of seri-
ous disturbance throughout the business
structure.

Too many business men were following
the "economic" prophet, in the person of
the professional prognosticator, who is
either unsound in his thinking, or who
has so stated his opinions that they are
capable of misinterpretation.

Mr. Tregoe expresses the very sound be-
lief that so long as business men remain
imitators, willing to follow instead of
thinking out things for themselves, the
struggle will be severe and the waste
shameful.

"It is not what the other fellow may
do which guides the destinies of our busi-
ness and its success; it is solely what we
ourselves may accomplish, what our in-
telligence and initiative may be able to do."

There is in this much food for thought
for executives in the meat industry, as
well as other lines of business.

The tendency toward a weak-kneed view
of 1926 business prospects—for example—
has been too general, and too manifestly
inspired by the professional prognosti-
cator who wanted to sound wise and yet
not guess wrong.

Let the business man wean himself
from the synthetic pap of the "second-
guesser" syndicates, and learn to draw his
own conclusions from the facts placed at
his disposal by his business papers and
his trade associations.

PRACTICAL POINTS FOR THE TRADE

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Pickled Bologna

During the summer months, when field work is at its height, there is considerable demand in some sections for pickled bologna. An Eastern packer wants to know how to make this. He says:

Editor The National Provisioner:

We have quite a few inquiries for pickled bologna packed in 25 lb. pails. If possible, would appreciate your giving us the formula for this grade of bologna. Also the pickle used for packing it.

A somewhat inexpensive formula can be used for pickled bologna, depending in large measure on the meats available for this purpose.

The product can be made almost entirely of beef and pork by-product materials. If a sufficient quantity of beef cheeks is not available, then the less expensive beef trimmings can be used.

The product also will carry a good percentage of tripe. As much as 25 per cent of tripe can be used in the ring bologna, but if this is done, a good quantity of beef cheeks should be used to act as a binder.

Formula.—One formula for pickled bologna is as follows:

Meats:

- 80 lbs. beef cheek meat
- 50 lbs. beef tongue trimmings
- 25 lbs. tripe
- 25 lbs. hearts
- 20 lbs. S. P. pork trimmings
- 10 lbs. ham fat
- 5 lbs. cereal

Seasoning:

- 1 lb., 8 oz. black pepper
- 5 oz. coriander
- 4 oz. onions
- 6 oz. allspice
- 8 oz. sugar
- 6 oz. salt peter
- 6 lbs. salt

About $\frac{3}{4}$ oz. garlic can be used to advantage in each 150-lb. block of meat chopped.

It is not necessary to chop the meat to a real fine consistency, and the use of too much water must be avoided. Only enough crushed ice should be added during the chopping operation to keep the meat from heating.

The product may be stuffed in either beef middles or beef bungs.

Processing.—Smoke and cook as in making regular bologna. That is, smoke at 120 degs. for one hour, or until the sausage is thoroughly dry; then gradually raise to 150 or 155 degs. for two hours, or until thoroughly smoked. Cook 30 to 45 minutes, depending on the size of the casing, at a temperature of about 155 degs.

The pickle used for bologna in brine can be made of a plain salt brine of 50 deg. strength, or vinegar diluted with water to 45 deg. strength.

Packing.—After the product is packed in the pails, cover with brine and do not place the cover on for a few hours, or overnight, if possible. Before closing the pails, look at the product occasionally and keep it fully covered with the liquid. If

any leakers are discovered, do not ship the package showing the leak, as it is likely to result in a claim.

The pails should be inspected before they are used, to be reasonably sure that they are free from worm holes and are tight. Keep packages in the cooler until they are sold or shipped. This prevents their drying out.

Salt peter in Sausage

The relative value of nitrate of potash and nitrate of soda in curing meat is not always understood. A sausage manufacturer wants to know which is better for use in sausage meat. He says:

Editor The National Provisioner:

I want to find out which kind of salt peter (nitrate of potash or nitrate of soda) is best to use in sausage meat to obtain the red color desirable in this product. Also how much should be used in a 150 lb. block of meat?

Either nitrate of soda or nitrate of potash (salt peter) can be used to good advantage in the manufacture of sausage products. Nitrate of soda is 16 per cent stronger than nitrate of potash, commonly known as salt peter, but either ingredient is used in such small quantities in sausage meats that the difference in strength makes no difference in such products.

For sausage making only 3 oz. of either nitrate of soda or salt peter should be used in a 150 lb. block of meat.

In making curing pickle in any quantity, however, the difference in strength of these products must be taken into consideration. When used in quantity, as for curing hams or bacon, 84 lbs. of double refined nitrate of soda will do as much curing as 100 lbs. of nitrate of potash or salt peter.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

Trouble in Curing Hams

A packer in the Middle West who at times is troubled with salty hams asks for the following information. He says:

Editor The National Provisioner:

I would like to know if hams weighing from 10 to 16 lbs. can be over-cured in sweet pickle brine from 40 to 60 degrees. That is, can they be left in the brine too long, and if so when should they be taken out?

For hams that come out in the winter time we use 30 to 40 degree brine, and for the summer hams we use 60 degree brine, and have been making a very good ham. But we do not know just how many days to leave them in pickle. We have been taking them out from 50 to 70 days, and now and then we will have a ham a little too salty.

The inquirer speaks of curing hams of 10 to 16 lbs. weight in brine of 40 to 60 degs. strength.

Cure Averages Separately.

In the first place, 10 lb. hams should not be cured in the same vat with 16 lb. hams, as the lighter hams require less time in cure. The curing period for 10 lb. hams is 50 days; 10 to 14 lb. average 55 days; and 15 to 18 lb. hams 65 days.

It is very desirable to pull hams strictly at cured age. If trade needs will not permit this, the hams should be placed in a mild cure and held at freezer temperatures until they can be smoked. The better practice is to freeze surplus hams green, thawing out and curing as needed. Frozen hams will cure in considerably less time than green hams.

The inquirer speaks of using a 40 to 60 deg. brine during the summer months. This is a very weak curing solution, which might result in an inferior product that would spoil easily.

Strength of Curing Pickle.

A 78 deg. brine is regarded as giving hams a very mild cure. Some of the best brands on the market are cured in pickle of 75 to 78 deg. strength.

The inquirer does not state whether or not he pumps his hams. If some were too salty, it is possible that his pumping pickle was too strong.

It would seem that a winter cure in 30 to 40 deg. brine would have to be supplemented by cold weather to keep the product from spoiling.

Hams held in such weak solutions are not likely to cure well in the center. Best results are secured by adopting a standard cure and establishing as nearly ideal conditions as possible. Under conditions prevailing at present hams are very valuable property, and no chance of spoilage should be taken.

Full instructions for sweet pickle and dry cure hams can be obtained by subscribers by sending a 2c stamp for each to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Trim of Bacon Bellies

The designation of the different trims given bellies to be traded in on the Chicago Board of Trade is not always understood. An Eastern dealer writes as follows regarding this:

Editor The National Provisioner:

We have seen mention made of "commercial trim" bellies. Does this mean the same as "square cut and seedless?" If not, please explain the difference.

It is assumed that by "commercial trim" the inquirer means "prime square cut bellies." The Board of Trade regulations specify that these bellies shall be made "from barrow hogs or spayed or maiden sows and trimmed on ends and sides, but no belly with visible black seed shall be passed under the rule; selection, quality and condition, except as above stated, to be equal to square cut and seedless."

The regulations of the provision committee of the Board provide that square cut and seedless bellies "shall be made from nice smooth sides of barrow hogs, after the back has been removed. Sows will be acceptable, provided they are cut down until the seed, if any, is removed. To be free of bone and trimmed square on all edges. No scribed cut, extremely long and narrow, or wide and short belly, will be classed as standard."

The requirements for the prime square cut belly do not call for so much waste in trimming as do those of the square cut and seedless.

TRAINING FOREMEN.

Foreman training is one of the important subjects which was discussed at an industrial group meeting conducted as a part of the fourteenth annual meeting of the Chamber of Commerce of the United States at Washington, May 11 to 13.

With regard to the question of foremanship training, one authority says that "restricted immigration, elimination of waste and lost motion, the need for restoring, as far as possible, the old-time relations between the employer and employee which obtained in the days of the small shop, are some of the reasons that industry is giving special attention to the selection and training of men occupying the important supervisory positions at the lower end of the industrial ladder.

"It has been recognized for some time that the study of human relations is one of the most important factors in successful managing, for notwithstanding the fact that a plant may be equipped to the last word with mechanical contrivances, it is, after all, the attitude of the workman's mind, each day as he enters the plant, toward his employer and his job, which determines whether or not he will get out large or small volume.

"Moreover, today, because it is an impossibility for the general officers of a concern to come in daily contact with those who are looking after the details of production, some efficient substitute must be supplied; that is, some one who will be able to impart to the workman not only the orders but the vision of management and, on the other hand, transmit to management the feelings and reactions of even

the most humble employee, for it takes cooperation clear up and down the line to get results.

"The larger concerns as usual seem to have appreciated first the need for trained foremen, and the training schools and classes existing at present are to a great extent in the larger plants of the country. But not exclusively so, for in many of the smaller places manufacturers have combined or organized and are maintaining and supporting joint classes.

"The teaching forces are developed in various ways, sometimes in the plant where the training class is maintained; again, by engaging specialists; still again, through the Federal Board of Vocational Training, Young Men's Christian Associations, colleges and universities.

"The Federal Government, in cooperation with the states last year, spent \$6,198,716.08 on various types of vocational training, a very considerable part of which was devoted to the training of foremen.

"Recently, the National Association of Foremen was organized at Dayton, Ohio, and several states have state groups of these training classes. All together the movement is a very encouraging one, affording, as it does, an opportunity for young men engaged in industry to move up through merit rather than in the old time way by selection which was more or less influenced by other reasons than merit.

"The discussion of this subject promises to be of intense interest and an attendance from not only management but of those engaged in this class of training is promised. It is the first occasion on which foremanship has been presented in a national way and country-wide interest, especially in industrial sections, is anticipated."

Do you use this page to get your questions answered?

Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.

Please send me reprint on Tallows and Greases.

Name

Street

City

Enclosed find 2 cent stamp.

Vegetable Oil Compound

A Western packer has a demand for a 100 per cent vegetable oil compound. His compound at the present time contains a certain percentage of animal fat, and he wants to know how to make the vegetable product. He says:

Editor The National Provisioner:

We manufacture compound, but have a demand for a 100 per cent vegetable oil compound. Would you be so kind as to tell us how this should be manufactured? We have to buy our oil for this purpose, refined and deodorized.

"The manufacture of a purely vegetable compound calls for a lay-out consisting of an oil receiving and storage tank, and a steam-jacketed stearine melting kettle, both of which lead into a mixing kettle with mechanical agitator. From this kettle the melted product runs over the lard roll for chilling, and from there through the filling device into the final containers.

A general arrangement of this sort calls for a gravity feed throughout, but in a small plant such an arrangement is not always possible, in which case oil transfer pumps are used.

In the purchase of oil for vegetable compound, it is desirable to specify prime summer white deodorized cottonseed oil, which is generally delivered in 8,000 gal. tank cars, or in returnable steel barrels. It is sometimes shipped in wooden tierces of 400 lbs. capacity each.

The stearine can be bought in 200 lb. sacks, and melted up in a steam jacketed tank, before filling into the mixing kettle.

Mixing.—When making up a batch, the correct amount of oil should be measured out of the oil storage tank, figuring 7½ gals. per cubic foot and 7½ lbs. per gallon at ordinary temperature. Then 10 per cent of stearine should be measured into the oil, during which time the mechanical stirrer should keep it in circulation. The stearine should never be put in first, as it will harden in the kettle and give lots of trouble.

Heating and Cooling.—The mixture should then be agitated and heated to 140 degs. F. Then it should be fed to the feeding trough of the lard roll. Brine on the lard roll should be kept as close to zero as possible, direct expansion of ammonia being used for this purpose.

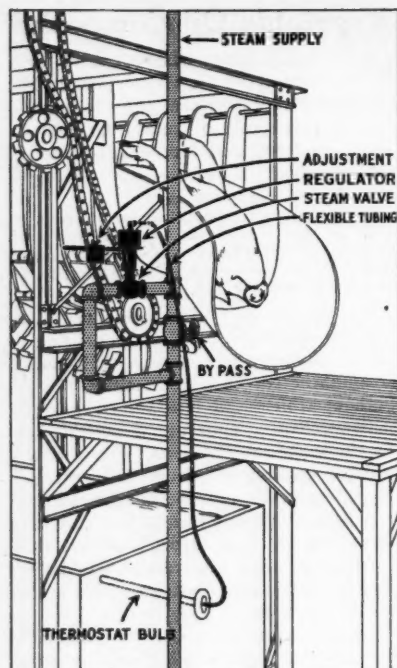
Filling.—The cold compound should then be pumped into packages or containers by means of a cold lard pump, through a strainer.

The containers are weighed directly upon even-balance scales, placing weights upon the weight side of the scale equivalent to the weight of the empty package plus the desired net weight of compound.

Tierces are filled at catch weights, filling all that the package will hold.

Formula.—A safe winter formula for a purely vegetable compound is 90 per cent cottonseed oil and 10 per cent hardened oil. In spring and fall it is well to vary this to 89 per cent cottonseed oil and 11 per cent hardened oil, and to 88-12 in summer.

[These instructions for manufacturing vegetable oil compound appeared in THE NATIONAL PROVISIONER of May 1, 1926, where the proportions in the formula in the last paragraph were transposed by typographical error. The above article should replace the one appearing in the May 1 issue.]



Water

at the right temperature
all the time
will give you bigger profits

You know what damage is done when the water in your hog dehairer is too hot, and what extra labor costs come from water not hot enough.

To guarantee the right temperature of the water all the time, use a Powers Automatic Temperature Regulator. They're easy to install and can be set to keep the water at whatever temperature you want. Water will not vary more than two or three degrees from the temperature desired. Powers regulators are DURABLE and last as long as the equipment on which they are installed. They have been used for years by America's largest and foremost packers.

Study the Diagram above. Note the by-pass. This is opened to quickly heat the water in the scalding tank. When the water reaches the right temperature, the by-pass valve is closed and the steam supply passes through the regulator valve which controls the flow of the steam to the tank. Any change of temperature in the water affects the thermostat bulb which communicates the change through flexible tubing to the regulator which opens or closes the steam valve as required.

Write for Bulletin and particulars of our thirty-day free test offer. If you have some other process where you want ACCURATE temperatures all the time, one of our engineers will be glad to study your problem and recommend the type of regulator which will give you BEST results at LOWEST cost.

THE POWERS REGULATOR CO.

2725 Greenview Ave., Chicago
New York Boston Toronto
and 31 other offices. See your telephone directory

(3222)

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for February, 1926, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

	CATTLE, CALVES, BEEF AND VEAL.			
	3-year-average ¹ , 1925.	1926.	3-year-average ¹ , 1925.	1926.
Inspected slaughter:				
Cattle	653,063	656,427	604,616	1,457,312
Calves	340,120	378,070	713,018	1,511,066
Carcasses condemned:				
Cattle	6,256	6,823	8,567	13,819
Calves	1,178	971	1,056	15,361
Average live weight:				
Cattle, lbs.	972.32	978.97	971.03	975.90
Calves, lbs.	164.71	168.82	168.08	172.60
Average dressed weight:				
Cattle, lbs.	527.34	527.14	522.63	523.91
Calves, lbs.	95.48	96.79	97.58	99.06
Total dressed weight (carcass, not including condemned):	341,017,817	342,432,253	358,549,789	773,795,363
Beef, lbs.	32,357,030	36,409,412	36,812,250	70,942,914
Storage:				
Beginning of month—				
Fresh beef, lbs.	93,721,000	111,947,000	55,705,000	94,667,000
Cured beef, lbs.	25,437,000	28,758,000	24,833,000	25,381,000
End of month—				
Fresh beef, lbs.	84,657,000	101,599,000	51,498,000	89,176,000
Cured beef, lbs.	25,812,000	29,210,000	26,192,000	25,630,000
Exports:				
Fresh beef and veal, lbs.	374,530	395,276	242,745	712,526
Cured beef, lbs.	1,709,167	1,594,102	1,496,679	3,000,004
Canned beef, lbs.	176,811	172,494	347,767	387,403
Oleo oil and stearin, lbs.	7,255,975	6,242,286	6,288,170	10,616,288
Tallow, lbs.	1,043,699	992,756	585,157	3,047,868
Imports: Fresh beef and veal, lbs.	760,676	552,991	1,493,605	1,541,828
Receipts, cattle and calves *	1,471,105	1,529,695	1,551,037	3,398,302
Stock and feeder shipments *	185,584	176,115	171,836	428,725
Cattle on farms Jan. 1.	62,150,000	59,829,000		59,829,000
Prices per 100 pounds:				
Cattle, average cost for slaughter.	6.81	6.87	7.39	6.70
Calves, average cost for slaughter.	9.39	9.39	10.29	8.92
At Chicago—				
Cattle, good steers	10.31	10.70	10.48	10.54
Veal calves	10.42	10.92	12.43	10.24
At eastern markets—				
Beef carcasses, good grade	14.41	14.07	15.16	14.71
Veal carcasses, good grade	18.83	19.04	21.32	18.83
HOGS, PORK AND PORK PRODUCTS.				
Inspected slaughter, hogs	4,561,267	4,446,936	3,351,165	10,235,898
Carcasses condemned	17,083	15,838	11,623	38,443
Average live weight, lbs.	221.37	215.67	234.78	220.11
Average dressed weight, lbs.	170.13	163.27	181.15	168.77
Total dressed weight (carcass, not including condemned), lbs.	772,258,753	723,465,370	604,958,033	1,716,228,261
Lard, per 100 pounds live weight, lbs.	16.75	16.27	16.69	16.54
Storage:				
Beginning of month—				
Fresh pork, lbs.	161,443,000	199,642,000	98,311,000	135,575,000
Cured pork, lbs.	594,759,000	579,150,000	457,731,000	563,650,000
Lard, lbs.	74,367,000	112,704,000	64,187,000	63,716,000
End of month—				
Fresh pork, lbs.	194,885,000	231,234,000	120,115,000	178,273,000
Cured pork, lbs.	614,155,000	634,121,000	489,732,000	621,237,000
Lard, lbs.	93,213,000	151,927,000	76,145,000	83,774,000
Exports:				
Fresh pork, lbs.	3,321,245	2,361,154	2,672,993	6,232,964
Cured pork, lbs.	67,644,896	50,474,457	39,917,452	140,567,912
Canned pork, lbs.	278,523	394,813	575,359	497,676
Sausage, lbs.	997,870	1,281,637	750,548	2,027,149
Lard, lbs.	85,135,958	61,475,724	66,598,654	104,421,507
Imports: Fresh pork, lbs.	193,337	390,943	282,568	409,128
Receipts of hogs *	4,704,825	4,557,769	3,372,127	10,682,746
Stock and feeder shipments *	48,629	35,205	57,574	99,884
Hogs on farms January 1.	55,769,000	51,223,000		51,223,000
Prices per 100 pounds:				
Average cost for slaughter	\$ 8.73	10.80	12.47	8.63
At Chicago—				
Live hogs, medium weight	\$ 8.77	11.02	12.56	8.70
At eastern markets—				
Fresh pork, 10-15 lbs.	\$15.04	16.98	22.52	15.35
Shoulders, skinned	\$12.23	13.68	18.58	12.44
Picnics, 6-8 lbs.	\$11.05	12.64	17.07	11.07
Butts, Boston style	\$14.85	17.00	22.12	14.90
Bacon, breakfast	\$23.04	23.08	29.88	23.22
Hams, smoked, 10-12 lbs.	\$20.67	21.22	27.79	20.66
Lard, tierces	\$13.96	17.04	16.25	14.30
SHEEP, LAMB AND MUTTON.				
Inspected slaughter, sheep and lambs	867,623	854,409	987,730	1,899,222
Carcasses condemned	979	804	1,328	2,178
Average live weight, lbs.	87.03	87.51	88.42	86.70
Average dressed weight, lbs.	40.74	40.90	41.51	40.55
Total dressed weight (carcass, not including condemned), lbs.	35,284,365	34,909,990	40,945,547	76,453,363
Storage:				
Beginning of month, lbs.	3,541,000	2,336,000	2,354,000	3,431,000
End of month, lbs.	3,408,000	2,294,000	3,346,000	3,475,000
Exports, fresh lamb and mutton *, lbs.	139,859	57,236	47,334	272,001
Imports, fresh lamb and mutton, lbs.	161,034	58,245	109,874	741,421
Receipts of sheep *	1,338,750	1,387,631	1,485,664	2,988,715
Stock and feeder shipments *	131,454	119,071	88,905	284,136
Sheep on farms January 1.	39,390,000	40,748,000		40,748,000
Price per 100 pounds:				
Average cost for slaughter	\$14.08	16.16	12.60	13.74
At Chicago—				
Lambs, 84 lbs. down, medium-prime	\$15.13	16.79	13.32	14.95
Sheep, medium-choice	\$ 8.51	9.20	9.18	8.39
At eastern markets—				
Lamb carcasses, good grade	\$24.58	26.94	24.18	24.63
Mutton, good grade	\$15.96	15.32	15.65	15.71

¹ 1923, 1924, and 1925.

² Average, not total.

³ Including reexports.

⁴ Public stockyards.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Fairly Active—Undertone Firm—Trade Mixed—Hogs Holding Well—Corn Weak—Cash Trade Reports Mixed.

The developments in the market for hog products the past week has been one of fairly active trade, with prices moving irregularly over a moderate range, but with the undertone steady. Meats have ruled rather firm, while lard, where most interest centered, was extremely steady.

On small setbacks, due to realizing and slight reactions in hogs from the extreme highs of late, commission house demand appeared to improve. But some of the late positions in lard were under pressure from those who were buying the late cotton oil months expecting a narrowing of the difference that prevails between the two commodities.

Satisfactory Cash Trade Volume.

The volume of cash trade and meats was satisfactory and the demand for cash lard was moderate to fair. The hog run, however, was such as to prevent any burdensome accumulations and consequently limited pressure of cash lard on the market.

The recent advances have created a more mixed sentiment and there is still those who are anticipating a material broadening in the hog run. But the receipts again this week were comparatively moderate, while the edible oil situation is such that it tends to give some support to the lard position.

The situation in cotton oil resulted in the nearby oil deliveries going over the nearby lard months this week. The prospects for a continuance of this condition for the next few months, and the fact that compound has advanced to the point where it is going less and less competitive with lard, is also a factor of no little importance, notwithstanding the position on the part of the professional element to belittle this situation as far as lard is concerned.

The evident scarcity of oil cannot but help divert some business in the direction of pure lard, and with moderate lard stocks the market cannot help but reflect any broadening in demands.

Look for Only Small Lard Increase.

The prospects are that the lard stocks at Chicago the last half of May will increase only moderately and this, too, is a helpful feature to the market at present.

The exports of lard last week from New York were 11,158,000 lbs. against 9,374,000 lbs. a year ago, while meat exports were 11,888,000 lbs. against 7,307,000 lbs. last year.

The exports of lard during the month of April were officially placed at 63,160,167 lbs., against 44,464,000 lbs. in April last year. Lard exports for ten months ended April were 580,809,000 lbs. against 661,801,000 lbs. the same time last year.

The weakness in the corn market appears to have taken the edge off the advance in hogs for the time being and the corn-hog ratio continues extremely profitable as a feeding proposition. This, however, has been true from almost the beginning of the corn season; yet the long

anticipated burdensome run of hogs to market has failed to materialize.

Hog Weight Slightly Smaller.

The average weight of hogs received at Chicago last week was 249 lbs. against 253 lbs. the previous week and 238 lbs. a year ago, the heavier weight reflecting the corn situation to some extent. The average price of hogs, however, at the outset of the week was \$13.90 against \$13.65 a week ago, and \$11.85 a year ago.

Export demand for hog products has been reported as rather quiet from day to day, but the outward movement remains on a fairly liberal scale and is most likely to continue so. Erratic fluctuations in Continental exchanges tends to restrict export demand, and the relative cheapness of oils and other fats abroad are undoubtedly making for competition with lard from this side. But it is rather noticeable

that there is little or no pressure from packers on the market in general and this has been one of the helpful features during the past few weeks.

PORK—The market was quiet but firm with mess New York \$40; family, \$40@44; and fat backs, \$32.50@36.

At Chicago mess pork was quoted at \$37.

LARD—Demand was moderate but offerings limited and prices were firm with futures with middle western New York quoted at 16.30@16.40; prime western, 16.40@16.50; city, 16@16.25; refined Continent, 16 3/4c; South America, 17 1/4c; Brazil kegs, 18 1/2c; and compound 16@16 3/4c.

At Chicago regular lard in round lots quoted at 7 1/2c under July; loose lard, 90c under July and leaf lard \$1.30 under July.

BEEF—The market was quiet and steady with mess New York quoted at \$18 @20; packet, \$18@20; family, \$23@24; extra India mess, \$35@40; No. 1 canned corned beef, \$3; No. 2, \$8.25; 6 lbs., 18.50; pickled tongues, \$55@60, nominal.

SEE PAGE 39 FOR LATER MARKETS.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, May 28, 1926.

Provision market here is firm, with moderate demand for A. C. hams, clear bellies, square shoulders and pure lard.

Consignments from American packers are rather light. Spot prices are steady but firm on boxed meats and pure lard.

Today's prices are as follows: Shoulders, square, 95s; picnics, 90s; hams, long cut, 133s; American cut, 131s; bacon, Cumberland cut, 118s; short backs, 115s; bellies, clear, 106s; Wiltshires, 116s; Canadian, 120s; spot lard, 81s.

EUROPEAN PROVISION CABLES.

The Rotterdam market was rather quiet during the week, says Trade Commissioner E. C. Squire, in his weekly cable to the U. S. Department of Commerce.

The Liverpool market during the week was rather firm because of small stocks and light arrivals from the United States. Shipments from this country to the Liverpool market were not very heavy.

The Hamburg market likewise showed little alteration from the preceding week.

Summary of stocks, demand and prices is as follows:

Hamburg.			PRICES	
STOCKS DEMAND			Cents per lb.	
Ref. lard	.....Med.	Avg.	.....	.....
Fat backs	.....Med.	Poor	.....	.....
Frozen livers	.....Lt.	Avg.	.....	.....
Rotterdam.			May 26.	
Ex. neutral lard	.....Lt.	Avg.	18.02@18.75	.....
Ex. oleo oil	.....Med.	Avg.	14.01@14.38	.....
Fr. oleo oil	.....Lt.	Poor	13.20@13.47	.....
Ex. oleo stk.	.....Hvy.	Poor	@13.38	.....
Fat backs	.....Med.	Avg.	.....	.....
Ref. lard	.....Med.	Avg.	.....	.....
Antwerp.			May 21.	
Ref. lard	.....No report	No report	No report	.....
Picnics	.....Lt.	Poor	.....	.....
Fat backs	.....Med.	Avg.	.....	.....
Liverpool.			May 21.	
Hams, AC, lt.	.....Lt.	Good	28.86@29.51	.....
Hams, AC, hvy.	.....Lt.	Good	27.96@28.43	.....
Hams, long cut	.....Lt.	Good	28.04@29.51	.....
Picnics	.....Med.	Poor	18.23@19.10	.....
Sq. shldrs.	.....Lt.	Good	19.96@20.42	.....
Cumbe., light	.....Lt.	Good	24.96@25.39	.....
Cumbe., hvy.	.....Lt.	Good	24.52@24.96	.....
Am. WiltshiresLt.	Good	24.96@25.39
Cl. belliesMed.	Avg.	22.13@23.00
Ref. lard in bxs.Hvy.	Poor

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PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States, during the week ending May 22, 1926, as reported as follows by the U. S. Department of Commerce, with comparisons:

Hams and Shoulders, Including Wiltshires.

	Week ending—				July 1, 1925*
	May 22, 1926.	May 23, 1926.	May 22, 1926.	May 22, 1926.	to May 22, 1926.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,921	2,777	2,465	195,808	3,910
To Belgium					3,910
United Kingdom	1,751	2,300	2,301	168,048	
Other Europe					2,378
Cuba	136	326	55	9,823	
Other countries	34	91	49	11,649	

Bacon, Including Cumberlands.

	2,406	3,695	3,535	172,636
Total				
To Germany	25	25	11,840	
United Kingdom	2,110	2,693	2,963	111,774
Other Europe	260	918	454	22,254
Cuba	30	35	1	18,440
Other countries	0	24	72	8,310

Lard.

	11,362	12,929	11,064	612,838
Total				
To Germany	5,113	138	4,648	180,254
Netherlands	1,065	1,547	339	36,870
United Kingdom	3,061	7,012	3,575	195,450
Other Europe	383	1,273	402	45,573
Cuba	1,064	1,261	954	67,558
Other countries	696	1,698	1,176	87,133

Pickled Pork.

	101	341	304	25,593
Total				
To United Kingdom	10	110	47	2,653
Other Europe	6			2,762
Canada	121	203	215	7,239
Other countries	24	28	42	12,939

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,921	2,406	11,362	161
Boston	7		275	3
Detroit	767	376	485	20
Port Huron	890	492	601	108
Key West	76	30	773	
New Orleans	94	6	897	24
New York	87	1,502	8,331	6
Philadelphia				

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to		
United Kingdom (Total)	1,751	2,110
Liverpool	505	860
London	185	306
Manchester	75	43
Glasgow	239	
Other United Kingdom	747	901

	5,113	Lard, M lbs.
Exported to Germany (Total)		
Hamburg	4,916	
Other Germany	197	

*Revised to April 30, 1926.

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and export for January, February, March and April, 1926, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND.

	(A) (1) PRODUCED.	1925.
	1926.	Pounds.
January	162,314,000	194,189,000
February	126,905,000	161,697,000
March	138,567,000	115,016,000
April	126,415,000	113,277,000
Total	554,201,000	584,179,000

CONSUMED.

	(B) (2) Exports.	1925.
	1926.	Pounds.
January	78,795,905	80,545,775
February	68,598,654	61,475,724
March	65,988,543	64,250,355
April	Not available	46,017,919
Total	Not available	252,289,773

(C) Domestic.

	1926.	1925.
January	61,809,095	61,988,225
February	48,348,346	60,998,276
March	55,615,457	52,510,645
April	Not available	65,942,081
Total	Not available	241,439,227

TOTAL.

	1926.	1925.
January	140,605,000	142,534,000
February	114,947,000	122,474,000
March	121,604,000	116,761,000
April	121,208,000	111,060,000
Total	498,364,000	493,729,000

(D) STOCKS HELD END OF MONTH

	1926.	1925.
On hand beginning year	42,478,000	61,049,000
January	64,187,000	112,704,000
February	76,145,000	151,927,000
March	93,108,000	150,182,000
April	98,315,000	151,499

(A) Includes entire production, both neutral and other edible by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packing house plants only.

(1) Source:—Bureau of Agricultural Economics, U. S. Department of Agriculture.

(2) Source:—Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce.

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been distinctly stronger with moderate sales for export basis 8½¢ for extra New York, with persistent rumors of small sales to the domestic trade at 8¾¢. Offerings limited and the market was influenced by continued firmness in the general grease situation.

At New York special was quoted at 8¾¢; extra 8¾¢@9¢; and edible at 9¼¢@10¢.

At Chicago the market experienced a good demand for the better grades with offerings light and the undertone firm, with edible quoted at 9¼¢@10¢; fancy, 9¢; prime packer, 8¾¢; No. 1, 8¼¢; and No. 2 at 7¼¢.

At London there was no tallow auction this week. At Liverpool Australian tallow was unchanged with fine quoted at 44s and good mixed at 43s 3d.

STEARINE—The market was very quiet but steady with oleo New York quoted at 13¢@13½¢, with demand limited owing to a less active demand for compound the result of a sharp advance of late. Offerings, however, were not pressed for sale.

At Chicago the stearine market was quiet and steady with oleo quoted at 13¢@13½¢.

OLEO OIL—The market has been rather dull and about steady with no important business passing and with offerings moderate. At New York extra quoted at 13½¢@13¾¢; medium, 13¢; and lower grades at 12¢ nominal.

At Chicago the market was quiet and steady with extra quoted at 13¢.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL—The market was dull and steady and about unchanged with demand limited with edible New York quoted at 17¼¢; extra winter, 13¼¢; extra, 13¢; extra No. 1, 12¼¢; No. 1, 12¼¢; No. 2, 12¢.

NEATFOOT OIL—The market was steady but without particular change with pure New York quoted at 16¼¢; extra, 12¼¢; No. 1, 12¼¢; and cold test, 19¼¢.

GREASES—While the volume of trade has been limited, offerings have also been light and the grease market was very firm, influenced by lack of selling pressure and the strength throughout the grease situation, particularly the betterment in competitive articles.

At New York, house was quoted at 8¼¢; yellow, 8¼¢@8½¢; A white, 9¢; B white, 8½¢@8¾¢; and choice white, 11¢@11½¢ nominal.

At Chicago choice white grease continued in a strong position with the market quoted at 10¢@10¼¢; A white, 9¢; B white, 8¾¢; yellow, 7¾¢@8¢; and brown, 7¼¢.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, May 26, 1926.—Wholesale prices on green and cured pork products: Pork loins, 34¢@35¢; green hams, 8-10 lbs., 30¢; 10-12 lbs., 29¢; 12-14 lbs., 28¢; green picnic, 4-6 lbs., 20¢; 6-8 lbs., 19¢; green bellies, 6-8 lbs., 28¢; 8-10 lbs., 28¢; 10-12 lbs., 27½¢; 12-14 lbs., 27¢; S. P. bellies, 6-8 lbs., 26¢; 8-10 lbs., 26¢; 10-12 lbs., 25¢; 12-14 lbs., 24½¢; S. P. hams, 8-10 lbs., 30¢; 10-12 lbs., 29¢; 12-14 lbs., 28¢; 18-20 lbs., 27¢; city dressed hogs, 22½¢; city steam lard, 16¼¢; compound, 16¢.

Packinghouse By-Products

Blood.

Chicago, May 27, 1926.

Increased trading was noted at \$3.80@3.85 for both unground and ground delivered, Chicago, with a goodly quantity of South American still available at \$4 c. i. f.

	Unit ammonia.
Ground	\$3.75@3.85
Crushed and unground	3.65@3.75

Digester Hog Tankage Materials.

The market was active at around 25¢ per unit higher than last week. Continued small supplies forced several buyers into the trade, and bulk of sales was at \$3.75@4.25 for fair to choice products delivered, Chicago. Liquid stick quoted in tank cars at \$3.00 and at \$2.75 in double-head packages.

	Unit ammonia.
Ground, 8 to 12% ammonia	\$4.00@4.50
Unground, 11 to 13% ammonia	4.00@4.25
Unground, 6 to 10% ammonia	3.50@3.90
Liquid stick, 8 to 12% ammonia	2.75@3.00

Fertilizer Materials.

Both ground and unground tankage were, in the main, held at prices which buyers would not pay. However, several hundred tons of low-grade ground sold at \$3.00 per unit f. o. b. middle-west point, shipment to the southeast. Hoof meal was held at \$3.75, with counterbids at \$3.35. Prime hooft reached \$38.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$3.10@3.25
Lower grade, ground, 0-9% ammonia	2.75@3.00
Medium to high grade, unground	2.70@3.00
Lower grade and renderers', unground	2.40@2.90
Bone tankage, unground	2.75@3.00
Hoof Meal	3.25@3.50
Grinding hooft, per ton	38.00@40.00

Bone Meals.

Sellers and buyers were too far apart in their price views and trading was practically at a standstill. Chief call was for unground steam bone.

	Per Ton.
Raw bone meal	\$32.00@40.00
Steam, ground	30.00@38.00
Steam, unground	25.00@30.00

Cracklings.

The market was on a new high level for the year thus far, with demand excellent for both prompt and future shipments.

	Per Ton.
Pork, according to grease and quality	\$80.00@90.00
Beef, according to grease and quality	47.00@75.00

Horns, Bones and Hoofs.

There was no change in the market for unassorted lots, and demand for the assorted was centered in heavy round and flat shin bones and thighbones.

	Per Ton.
Horns	\$75.00@200.00
Round shin bones	45.00@48.00
Flat shin bones	42.00@45.00
Thigh, blade and buttock bones	40.00@45.00
Hoofs	36.00@38.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Prices held firm, with all changes upward. Supplies continued very meager.

	Per Ton.
Kip and calf stock	\$31.00@36.00
Rejected manufacturing bones	40.00@42.00
Horn piths	35.00@38.00
Cattle jaws, skulls and knuckles	35.00@38.00
Sinews, pizzles and hide trimmings	23.00@25.00

Animal Hair.

Offerings very scant and demand chiefly for winter take-off.

	Per Pound.
Coll and field dried	3 @ 5½
Processed	7 @ 11
Dyed	8½ @ 12
Cattle switches (115 for 100), each	4 @ 3½

Pig Skin Strips.

Owing to continued light receipts of hogs sellers were inclined to boost their prices.

	Per Pound.
Tanner grades	6½ @ 7½
Edible grades, unassorted	4½ @ 5½

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 26, 1926.—Outside of a few cars of ground dried blood which were sold at \$3.40 f.o.b. New York and a few sales of unground tankage there has been very little business in fertilizer materials here this week.

South American blood is now quoted at \$4.00 and tankage at \$4.10@10¢ c.i.f. Atlantic or Pacific coast ports, with buyers not interested in this vicinity at these prices.

Bone meal is very scarce and spot stocks are cleaned out in first hands and buyers have to look to resellers for this material for quick shipment.

Nitrate of soda is lower and the nominal quotation of \$2.60 is being shaded at certain ports and sales are light. The price for last half of June is \$2.45 ex vessel. The new prices for July forward will not be out until early July.

Ground tankage is still accumulating around New York with no buying interest being shown by fertilizer manufacturers.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 26, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9¼¢ lb.; olive oil foots, 8½¢@8¾¢ lb.; East India Cochon cocoanut oil, 16¢ lb.; Cochon grade cocoanut oil, domestic 12½¢ lb.; Ceylon grade cocoanut oil, 11¼¢ lbs.

Prime summer yellow cottonseed oil, 16¼¢@16½¢ lb.; prime winter salad oil, 16½¢@16¾¢ lb.; raw linseed oil, 10.8¢@11.1¢ lb.

Extra tallow, f.o.b. seller's plant, 8½¢ lb.; dynamite glycerine, Nom., 24¢@25¢ lb.; chemically pure glycerine, Nom., 24¢@24½¢ lb.; saponified glycerine, Nom., 17¼¢@17½¢ lb.; crude soap glycerine, Nom., 15¼¢ lb.; prime packers grease, Nom., 8¼¢ lb.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

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seems almost unbelievable, but it is a fact.

Large-scale production plus standardization enables us to quote this price. It's a real good "buy" and guaranteed to give satisfaction at the lowest operating cost.

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The Cincinnati Butchers' Supply Co., Distributors
Chicago, Ill.

Production, Consumption and Stocks of Fats and Oils

Production of fats and oils, exclusive of refined oils and derivatives, during the three-month period ended March 31, 1926, was as follows, according to a preliminary report of the U. S. Department of Commerce: Vegetable oils, 876,905,865 lbs.; fish oils, 7,376,535 lbs.; animal fats, 578,252,552 lbs., and grease, 88,800,914 lbs.; a total of 1,551,335,866 lbs.

Of the several kinds of fats and oils covered by this inquiry, the greatest production, 567,614,937 lbs., appears for cottonseed oil. Next in order is lard with 462,365,154 lbs.; linseed oil with 194,607,038 lbs.; tallow with 113,509,554 lbs.; coconut oil with 63,088,814 lbs.; and corn oil with 33,929,759 lbs.

The production of refined oils during the period was as follows: Cottonseed, 500,921,044 lbs.; coconut, 47,406,521 lbs.; peanut, 2,170,164 lbs.; corn, 25,206,201 lbs.; and palm-kernel, 2,067,437 lbs.

The data for the factory production, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statements:

VEGETABLE OILS.*

	Factory operations for the quarter ending March 31, 1926.	Production, lbs.	Factory and warehouse stocks March 31, 1926.	Production, lbs.
Cottonseed, crude	567,614,937	90,620,925	303,678,337	1,115,134
Cottonseed, refined	500,921,044	303,678,337	1,115,134	1,179,068
Peanut, virgin and crude	4,000,908			
Peanut, refined	2,170,164			

Coconut, or copra, crude	63,088,814	62,692,374
Coconut, or copra, refined	47,406,521	12,697,563
Corn, crude	33,929,759	10,266,368
Corn, refined	25,206,201	12,031,492
Soya-bean, crude	990,464	5,537,774
Soya-bean, refined		1,052,115
Olive, edible	1,011,218	8,067,946
Olive, inedible	17,540	3,375,818
Sulphur oil, or olive foots		5,204,290
Palm-kernel, crude		25,342,941
Palm-kernel, refined	2,067,437	276,806
Rapeseed	73,100	4,659,237
Linseed	194,607,038	190,421,194
Chinese wood or tung		35,822,084
Chinese vegetable tallow		50,480
Castor	11,200,205	6,067,169
All other		31,373,958
		4,108,830

FISH OILS.*

Cod and cod-liver	131,355	4,284,966
Menhaden		17,059,000
Whale		8,678,030
Herring, including sardine	7,100,640	4,018,924
Sperm		769,362
All other (including marine animal)	144,540	648,069

*The data of oils produced, consumed and on hand by fish oil producers and fish canners were collected by the Bureau of Fisheries.

ANIMAL FATS.

Lard, neutral	15,913,449	6,282,858
Lard, other edible	446,451,705	95,134,637
Tallow, edible	13,329,544	4,467,188
Tallow, inedible	99,980,010	79,235,769
Neat's-foot oil	2,377,844	1,384,688

GREASES.

White	20,943,721	8,685,316
Yellow	16,886,299	8,710,467
Brown	8,950,926	6,188,283
Bone	4,293,941	1,005,248
Tankage	13,066,913	2,859,322
Garbage or house	16,956,326	8,947,047
Wool	1,319,970	2,418,200
Recovered	3,752,615	1,041,879
All other	2,630,203	2,126,817

OTHER PRODUCTS.

Lard compounds and other lard substitutes	288,784,907	16,660,177
Hydrogenated oils	102,321,486	18,855,551
Stearin, vegetable	3,670,204	1,829,649
Stearin, animal, edible	20,628,523	8,299,069

Stearin, animal, inedible	8,413,300	2,955,129
Oleo oil	40,618,480	11,541,871
Lard oil	9,474,469	4,553,298
Tallow oil	1,530,483	1,530,724
Fatty acids	30,907,333	3,959,501
Fatty acids, distilled	13,785,942	2,069,388
Red oil	12,202,776	7,944,188
Stearic acid	8,215,189	3,589,829
Glycerin, crude 80% basis	28,903,968	7,963,968
Glycerin, dynamite	10,543,997	7,076,646
Glycerine, chemically pure	16,436,489	4,243,421
Cottonseed foots, 50% basis	170,327,943	42,134,095
Cottonseed foots, distilled	55,057,794	13,315,637
Other vegetable oil foots	9,135,555	2,637,563
Other vegetable oil foots, distilled	447,419	466,721
Acidulated soap stock	54,040,871	46,223,574
Miscellaneous soap stock	4,217,130	4,475,350

RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

	Consumed Jan. 1 to Mar. 31	On hand Mar. 31
Cottonseed	1,959,462	415,277
Peanuts, hulled	4,578	1,290
Peanuts in the hull	2,073	135
Copra	48,520	6,225
Coconuts and skins	1,033	97
Rape seed	160	30
Corn germs	64,880	589
Flaxseed	298,231	97,227
Castor beans	12,504	4,485
Mustard seed	327	636
Soya-beans	3,873	1,980
Olive	3,207	30
Other kinds	534	757

IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MAR. 31, 1926.

	Pounds.
Whale oil	2,577,982
Cod and cod-liver oil	4,854,120
Other fish oils	4,594,155
Beef and hog fats	8,053,769
Wool grease	3,523,508
Coconuts and skins	1,111,496
Chinese wood oil or nut oil	23,754,435
Coconut oil	54,666,396
Olive oil, edible	17,478,937
Sulphur oil, or olive foots	9,865,327
Oleo oil, denatured	3,201,176
Palm oil	34,888,841
Palm-kernel oil	34,440,753
Peanut oil	536,769
Rape oil	6,272,062
Grease and oils, n.e.s. (value)	4,199,035
Sesame oil	4,272,062
Soya-bean oil	6,010,101
Vegetable tallow	469,218
Vegetable wax	2,217,511
Other vegetable oils	4,790,296
Glycerin, crude	8,775,533
Glycerin, refined	1,069,353

EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MARCH 31, 1926.

	Pounds.
Beef and hog fats	15,575
Fish oils	54,580
Other animal oils, fats and greases	10,109
Chinese nut oil	940,888
Coconut oil	580,993
Olive oil, edible	55,681
Palm and palm-kernel oil	979,850
Peanut oil	14,067
Soya-bean oil	182,600
Other vegetable oils	36,964
Vegetable wax	152,760

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED MARCH 31, 1926.

	Pounds.
Oleo oil	22,479,093
Neat's-foot oil	223,543
Other animal oils	230,986
Fish oils	110,688
Oleo stock	2,490,580
Tallow	1,713,095
Lard	206,285,197
Lard, neutral	5,097,905
Lard compound, containing animal fats	4,247,758
Oleo and lard stearin	1,541,541
Stearic acid	905,971
Oleic acid, or red oil	132,027
Stearic acid	252,599
Other animal greases, oils, and fats	13,732,171
Coconut oil	3,323,196
Cottonseed oil, crude	13,629,709
Cottonseed oil, refined	4,681,858
Linseed oil	481,437
Soya-bean oil	188,981
Corn oil	338,512
Vegetable oil lard compound	2,371,093
Vegetable soap stock	2,942,945
Other vegetable oils and fats	1,418,307
Glycerin	212,412

APRIL COMPOUND EXPORTS.

Exports of lard compounds, vegetable fats, from the United States for the month of April, 1926, amounted to 554,376 lbs., compared with 607,500 lbs. in the same month last year, according to the U. S. Department of Commerce. For the 10 months ended April, 1926, compound exports amounted to 7,820,650 lbs., against 5,389,750 lbs. in the same period a year ago.

APRIL MARGARINE STATISTICS.

Margarine production in April, 1926, based on sales of revenue stamps, is estimated as follows by the U. S. Treasury Department, with comparisons:

	April, '26.	April, '25.
Margarine, uncolored, lbs.	19,529,680	16,206,192
Margarine, colored, lbs.	915,102	884,102

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Tight—New Highs—Trade Active—Cash Demand Quieter—Remaining Supplies Small—English Oil Coming Here—Crude Scarce—Lard Firm.

An active market in cottonoil futures continued on the New York Produce Exchange the past week and, under persistent buying and covering with notable strength in the nearby deliveries, prices reached the highest peace time levels, the May crossing 16c.

A most unusual combination of bullish factors continued the outstanding feature in the market and, notwithstanding aggressive realizing and rather heavy selling by cotton and wire houses of the late months, the market again went into new high ground for the season this week, and continued to present a very strong undertone.

Market Nervous at High Levels.

It was noticeable that at the high levels, a more nervous and irregular trend developed, prices fluctuating anywhere from 5 to 15 points between trades as is to be expected in a market with such a situation prevailing. Extreme caution is in evidence in following the bulges, and at times the professional element were inclined to play for a natural reaction. But on the breaks buying power improved and as soon as offerings dried up prices shot upwards very rapidly.

The May delivery as well as June continued to lead the advance, but prices have reached a level where it is profitable to bring in foreign oils and this tended to stay the upturn at times.

The remaining supplies of oil for the balance of the season are undeniably small. This, it would appear, is against any large declines.

Technical conditions, however, had in the past brought about very sharp breaks even though the declines were not maintained. An overbought market could easily develop and should stop loss orders be uncovered a bad break could occur

from this level, even though not warranted by actual conditions prevailing.

It is logical that the trade would begin to look around for substitute oils with every indication of a shortage in cottonoil supplies in between seasons and the necessity of having something to take the place of this increasingly important commodity.

As a result there have been moderate purchases of English cotton oil to come

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 27, 1926.—New Orleans futures market on cotton oil quiet but with a strong undertone after the excited markets incident to covering by May shorts, with prospects for even higher prices when July shorts and others appreciate the scarcity of all grades of refined oil, especially the good grades. Very small quantity of old crude crop unsold, with 13c bid and mills asking 13½@14c.

Situation more bullish in cotton oil than in any previous season, and with likelihood of covering a longer period, especially should the new crop continue to be two to four weeks late, as cotton oil stocks should be unusually small through December, it is believed. Traders here advise purchases of Sept. and Oct. cotton oil at present prices and scale downward for liberal profits when those months arrive as it is felt that the supply will be practically exhausted.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 27, 1926.—Prime cotton seed delivered Dallas, nominal; snaps and bollies, on quality, nominal; prime crude cottonseed oil, 13¾c; 43 per cent cake and meal, \$30.00; hulls, \$9.00; mill run linters, 3@5c.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 27, 1926.—Crude oil has been fairly active in the Valley during the past week or 10 days, and mills have sold a large part of their holdings around the 13c price. Market quoted today at 13@13¾c, depending on quality. Good grade of feed meal selling around \$28.25, and loose hulls at 7¼c, Memphis.

here at from around 14c to 14.40c for July shipment, which probably means August here. This English cotton oil is not deliverable on New York Produce Exchange contracts and a great deal depends upon what quantities are available for importation.

The impression gathered from among the trade is that the English oil is not as good a quality as the domestic production, but that bought to come here appears to be satisfactory at 20 yellow 2.5 red. Another important point is what effect American buying of English cotton oil will have upon the English market.

There has also been some European sun-flower seed oil bought ex-dock New York barrels at 14¾c, an advance of ¼ or ½c over recent quotations. Very little is known of this oil here and reports have it that the prospects for importation of sun-flower seed oil are not great as very little is left unsold from the Black Sea.

Foreign Oils Being Imported.

Some sesame oil has also been bought from abroad at 14¾c New York, an advance of ¼c over recent business, but here also the quantity reported available is light. There is an impression among some of those who have been extremely bullish on cotton oil that these importations of foreign oils will tend to operate against deliveries beyond July or until the time that they begin to arrive here in volume.

As far as the nearby positions are concerned, it has been estimated that consumers are long 15,000 to 20,000 bbls. of May, June and July futures, a quantity sufficient under present conditions with little or no prospect for deliveries on contract to make for a very tight spot situation.

Cash demand has naturally let up somewhat the past week, consumers having bought ahead in anticipation of just what has happened in the market. And while some are undoubtedly operating on limited supplies and will be forced into the market from time to time to replenish stocks, nevertheless there is a noticeable tendency to hesitate in buying at the moment in the way of hoping for some reaction following the elimination of the May delivery.

Crude Oil Very Scarce.

Crude oil is a scarce article with the prospects pointing to little to come out the balance of the season except that

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PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

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TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

New Orleans — the Logical Market for Refined Cottonseed Oil

In testimony given before a Committee of the United States Senate the rules of the New Orleans contract market were pointed to as a model for others to follow. This market was established for the benefit of the cotton oil trade, less than a year ago, but it is now functioning as well or better than was to be expected. It is broadening rapidly and furnishes an ideal facility for consumers, refiners, crude oil producers and others who may find it useful.

The contract is for 30,000 pounds of refined oil in bulk, and an indemnity bond guarantees weight and grade, at the time of delivery.

Write the Trade Extension Committee, Room 511 Cotton Exchange Building, for information, rules, etc.

NEW ORLEANS COTTON EXCHANGE New Orleans, La.

which will be received from the after-planting run of seed. Sales have been made at 13c in the Valley and bids at that figure failed to bring out any oil, mills offering a few tanks as high as 13½c. The supply of oil is steadily decreasing day by day and the market in its entirety presents the most unusual situation that has ever prevailed. The nearby oil deliveries this week went over the nearby lard months.

The process of the price of cotton oil reaching a point that would shut off consumption as it must continue under way and, although the price is admittedly high, there is believed to be no reason and no foundation for pressing the short side of the market even at this level.

The situation promises to be unrelieved until new oil moves freely, and the question of whether new oil will move early or late promises to be a very important one this season.

Interest Growing in Late Months.
The speculative shorts have been

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severely punished in the spot positions and quite a few believe that the July delivery will duplicate the action in May. The pressure on the late months, September and October, continues, apparently in anticipation of an early movement of new oil. But such operations are hazardous, particularly as the open interest in the late months is growing constantly with commission houses selling on a scale up and with spreaders and professionals buying those positions feeling that they are relatively too low compared with the nearby.

There has been quite a little buying of December oil this week by commission houses against sales of November lard in the West at a differential of about 4c a pound.

COTTONSEED OIL—Market transactions:

Friday, May 21, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	.....	1500 a	.....
May	200	1515	1515	1515 a	1550
June	100	1470	1470	1470 a	.....
July	1100	1463	1448	1460 a	1463
Aug.	900	1463	1445	1460 a	.....
Sept.	2500	1400	1380	1396 a	.....
Oct.	3500	1298	1280	1293 a	1295
Nov.	700	1169	1160	1165 a	1170
Dec.	200	1114	1110	1110 a	1115

Total Sales, including switches, 9,200 bbls. P. Crude S. E. 12½ Bid.

Saturday, May 22, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	.....	1525 a	.....
May .....	.....	.....	.....	1530 a	1550
June .....	.....	.....	.....	1475 a	1525
July	1000	1485	1460	1485 a	.....
Aug. ....	.....	.....	.....	1475 a	1495
Sept.	700	1415	1395	1415 a	.....
Oct.	3400	1310	1294	1309 a	.....
Nov.	200	1180	1175	1180 a	1193
Dec. ....	.....	.....	.....	1115 a	1120

Total Sales, including switches, 9,200 bbls. P. Crude S. E. Nom'l.

Monday, May 24, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	.....	1600 a	.....
May	1800	1600	1550	1599 a	1605
June .....	.....	.....	.....	1575 a	1600
July	2000	1550	1490	1550 a	1540
Aug.	600	1540	1535	1535 a	1537
Sept.	5800	1455	1424	1442 a	1450
Oct.	7600	1335	1317	1332 a	1335
Nov.	600	1210	1200	1210 a	.....
Dec.	2100	1145	1135	1145 a	.....

Total Sales, including switches, 20,500 bbls. P. Crude S. E. 13 Nom'l.

Tuesday, May 25, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	.....	1600 a	1650
May	400	1615	1615	1600 a	1625
June	100	1605	1605	1600 a	1625
July	2700	1550	1530	1536 a	1538
Aug.	100	1540	1540	1535 a	1545
Sept.	2600	1450	1439	1437 a	1439
Oct.	5800	1340	1324	1327 a	1328
Nov.	100	1200	1200	1206 a	1212
Dec.	3200	1165	1147	1163 a	1165

Total Sales, including switches, 15,000 bbls. P. Crude S. E. 13 Nom'l.

Wednesday, May 26, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot .....	.....	.....	.....	1675 a	.....
May	700	1675	1640	1670 a	.....
June	200	1600	1600	1550 a	1620
July	700	1535	1528	1535 a	.....
Aug. ....	.....	.....	.....	1520 a	1540
Sept.	2600	1432	1420	1428 a	1429
Oct.	3200	1325	1312	1321 a	1316
Nov.	400	1203	1198	1203 a	.....
Dec.	1300	1165	1155	1160 a	.....

Total Sales, including switches, 9,100 bbls. P. Crude S. E. 13 Nom'l.

Thursday, May 27, 1926.

	High.	Low.	Bid.	Asked.
	—Range—		—Closing—	
Spot .....	.....	.....	1525 a	.....
May .....	.....	.....	.....	.....
June .....	.....	.....	1535 a	1600
July	1528	1510	1525 a	1528
Aug. ....	.....	.....	1530 a	1545
Sept.	1420	1395	1406 a	1411
Oct.	1310	1290	1301 a	1304
Nov.	1188	1178	1180 a	.....
Dec.	1153	1141	1146 a	1150
Jan.	1150	1150	1137 a	1145

COCONUT OIL—A sharp advance was the outstanding feature in this market, with both the edible trade and soapmakers in the market for supplies and with quite a little business accomplished. Strength in tallow and decided firmness in edible oils continue to help the market considerably.

At New York immediate tanks were quoted at 10¾c; July-August at 10¾c; while on the Pacific coast spot tanks sold at 10c; June-August sold at 9¾c, with spot tanks quoted at 10c, Pacific coast; July-August, 9¾c and futures at 9¾c.

SOYA BEAN OIL—The market was very steady with reports of a better demand in evidence. But offerings from abroad were rather liberal and were not meeting with ready absorption. At New York tanks were quoted at 11c; barrels, 12@12¼c, while at the Pacific coast spot and futures quoted at 10¾@10¾c.

CORN OIL—The market was very firm with a fairly good demand with offerings scarce. Some sales at 13c f.o.b. mills with the market nominally quoted at that figure. Strength in cottonoil was behind the advance.

PALM OIL—The market is firm and demand fair due to the strength in tallow and other greases. At New York nigre spot casks quoted at 8¾c; shipment at 8.10; Lagos spot casks at 8.80c and shipment at 8.40.

PALM KERNEL OIL—A fairly good business was passing and the market was firmer with coconut oil. At New York spot casks quoted at 10¾c; bbls. at 10¾ while shipment bulk quoted at 10c.

PEANUT OIL—Market nominal.

SESAME OIL—Offerings were scarce but there have been some sales of sesame to come to New York at 14¾c, an advance of about ¼c over recent quotations.

COTTONSEED OIL—The market has been very firm but demand less active. At New York prime summer yellow spot quoted at 16@16½ with resale stuff available at 16c. Southeast crude 13c nominal; Valley, 13¾ asked; and Texas 13¾c sales.

SEE PAGE 39 FOR LATER MARKETS.

EXPORTS OF COTTON OIL.

Cottonseed oil exports from the United States for the month of April, 1926, amounted to 4,144,694 lbs., compared to 2,167,092 lbs. in the same month last year, according to the U. S. Department of Commerce. For the 10 months ended April, 1926, cotton oil exports amounted to 56,796,916 lbs., against 45,305,933 lbs. in the same period a year ago.

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Refiners of all Grades of

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Borers, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

White Clover Cooking Oil
Marigold Cooking Oil
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Moonstar Coconut Oil
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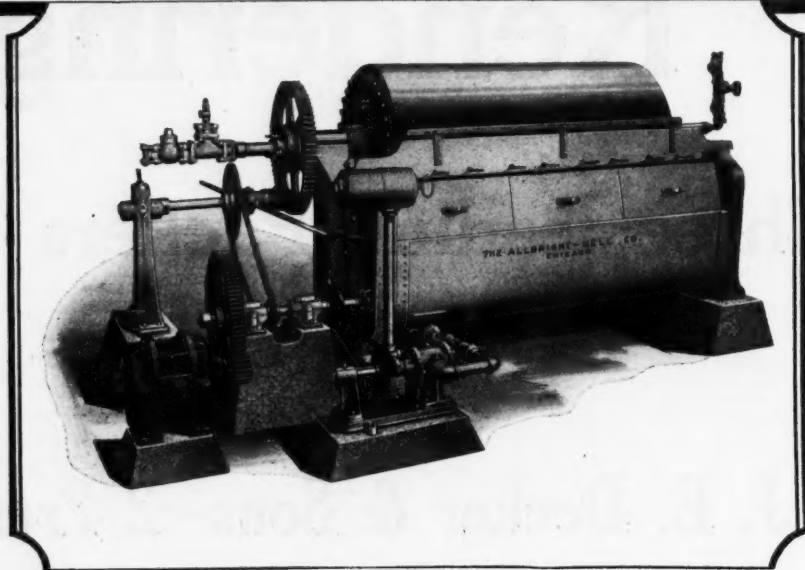
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Many mechanical refinements have been made by Allbright engineers. Exhaustive research and experiments under practical packinghouse conditions were conducted, the results of which are now embodied into the ANCO Cooling Rolls, which today stand unchallenged in lard refining. They have revolutionized the manufacture of lard, and have greatly improved the finished products.

The efficiency of ANCO Cooling Rolls is due to two essential factors in any piece of equipment—design and construction. The proof of ANCO efficiency is found in any plant where they are used. Durability is an outstanding ANCO feature.

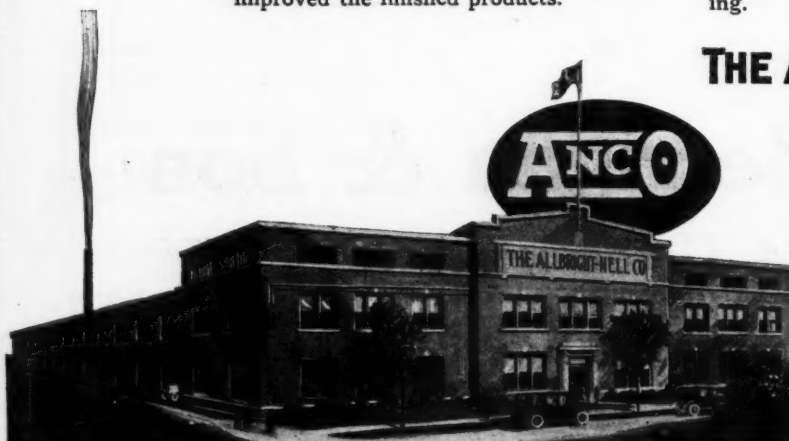
The fact that the amount of lard, compound or vegetable shortening that may be run over a roll is dependent upon the rapidity with which heat is transferred from the liquid to cooling medium, was used as a basic principle in perfecting the ANCO roll. It is scientifically constructed to allow maximum cooling capacity. This, together with the roll scraper and picker box devices, completes the ANCO system, the superiority of which is unquestionable.

ANCO Cooling Rolls are made in various types and capacities of belt or direct drive, for brine or direct ammonia expansion cooling.

THE ALLBRIGHT-NELL CO.

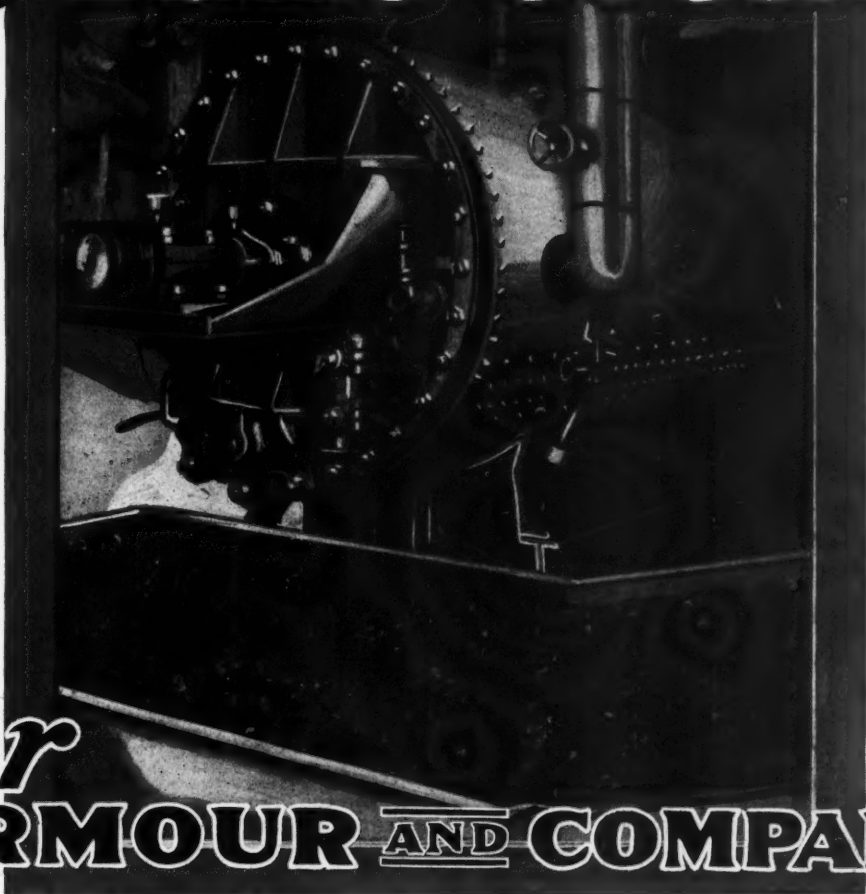
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65 Laabs Cookers



for
ARMOUR AND COMPANY

The result of exhaustive tests

Two Laabs Cookers were ordered in 1925!—63 more in 1926. This was the result of exhaustive tests which were conducted by Armour and Company. In 1925 Laabs Cookers were installed at both the Omaha and Chicago plants of Armour and Company, for the purpose of testing the merits of these cookers. The results of these tests speak for themselves in the order for 63 more Laabs Cookers.

Laabs Cookers are now recognized as the most modern, profitable and sanitary rendering units now in use. You should know more about these wonderful cookers. A letter from you will bring one of our experts to see you and explain the advisability of having a Laabs Cooker in your rendering department.

Patented in U. S. A., March 23, 1926. Other patents and foreign patents pending.

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Built for Speed

Under the pressure of the present-day urge for rapid handling, weight errors are likely to occur unless you use scales that are specifically *built for speed*.

Among dial scales, the Fairbanks stands out as the scale that has no speed limitations—the scale that can be *accurately* read as rapidly as packages can be handled.

Unlike other large capacity dial scales the full weight is shown at the tip of the pointer in Fairbanks Dial Scales. This speeds weighing and practically eliminates errors in reading.



Fairbanks moderate-capacity dial scale. Dial capacity 1000 and 2000 pounds; additional capacity provided by beam 500 to 600 pounds. Extensively used by wholesale groceries.

Through unequalled experience in scale building, Fairbanks has developed the high degree of precision so essential in building dial scales. One of the two classes of scales described below will undoubtedly prove a profit-making addition to your business.

Write for complete information.



The full-capacity, direct-reading Fairbanks Dial Scale. Self-contained type (illustrated) is built in sizes of 2000 to 5000 pounds capacities. Built-in scales with similar dial mechanism in sizes from 2000 to 50,000 pounds capacities. Also made in the suspension platform, overhead track scale, and other types required in packing plants.

FAIRBANKS SCALES

Preferred the  World Over

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Broome and Lafayette Sts.

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900 S. Wabash Ave.

RECEIPTS AT CENTERS.

SATURDAY, MAY 24, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	500	5,000	7,000
Kansas City	450	10,000	2,000
Omaha	300	5,000	100
St. Louis	600	3,500	100
Sioux City	2,000	5,000	600
St. Paul	300	1,000	300
Oklahoma City	200	300	....
Fort Worth	1,000	500	....
Milwaukee	No Receipts.	....	....
Denver	200	200	300
Louisville	100	400	400
Wichita	200	1,000	100
Indianapolis	200	4,000	100
Pittsburgh	100	1,000	200
Cincinnati	400	1,200	400
Buffalo	200	1,000	200
Cleveland	100	1,000	200
Nashville, Tenn.	400	....	100
Toronto	300	....	....

MONDAY, MAY 24, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	45,000	11,000
Kansas City	11,000	10,000	12,000
Omaha	10,000	9,500	6,500
St. Louis	8,700	11,500	2,500
St. Joseph	3,300	5,000	3,000
Sioux City	3,500	5,000	500
St. Paul	5,500	13,000	500
Oklahoma City	400	1,000	....
Fort Worth	6,000	1,400	8,200
Milwaukee	200	500	100
Denver	4,600	2,000	800
Louisville	1,000	1,100	1,000
Wichita	1,500	3,000	300
Indianapolis	800	500	100
Pittsburgh	1,000	4,500	2,500
Cincinnati	1,400	4,000	700
Buffalo	2,200	8,000	5,000
Cleveland	1,000	4,000	1,000
Nashville, Tenn.	300	1,000	500
Toronto	2,600	1,000	400

TUESDAY, MAY 25, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	20,000	6,000
Kansas City	8,000	10,000	7,000
Omaha	12,000	10,000	2,000
St. Louis	6,500	16,000	2,000
St. Joseph	2,400	5,000	2,000
Sioux City	2,500	7,500	500
St. Paul	2,600	8,500	500
Oklahoma City	1,000	1,900	....
Fort Worth	3,000	300	100
Milwaukee	600	2,500	500
Denver	800	2,600	2,700
Louisville	200	1,000	500
Wichita	500	2,300	300
Indianapolis	1,800	7,000	300
Pittsburgh	100	1,000	400
Cincinnati	400	3,500	500
Buffalo	100	1,500	600
Cleveland	200	1,500	600
Nashville, Tenn.	100	800	500
Toronto	2,500	200	2,000

WEDNESDAY, MAY 26, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	15,000	6,000
Kansas City	7,000	11,000	9,300
Omaha	7,000	11,000	3,000
St. Louis	6,500	12,500	2,000
St. Joseph	4,000	8,500	2,500
Sioux City	4,500	11,000	300
St. Paul	8,900	15,000	200
Oklahoma City	800	900	....
Fort Worth	5,000	300	6,500
Milwaukee	300	1,500	100
Denver	900	1,100	700
Louisville	200	800	2,000
Wichita	300	2,200	500
Indianapolis	1,500	6,500	200
Pittsburgh	100	500	300
Cincinnati	400	3,800	600
Buffalo	300	1,800	200
Cleveland	200	2,000	800
Nashville, Tenn.	100	700	1,000
Toronto	900	1,700	100

THURSDAY, MAY 27, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	26,000	5,000
Kansas City	3,000	6,000	5,000
Omaha	3,700	11,000	8,500
St. Louis	2,500	12,000	1,000
St. Joseph	1,500	5,000	3,000
Sioux City	2,000	8,500	....
St. Paul	2,000	8,500	100
Oklahoma City	600	700	....
Fort Worth	3,600	800	3,800
Milwaukee	500	200	100
Denver	600	1,700	....
Wichita	600	2,200	300
Indianapolis	1,200	7,000	200
Pittsburgh .....	....	1,800	500
Cincinnati	550	3,000	1,800
Buffalo .....	....	400	200
Cleveland	300	2,500	1,000

FRIDAY, MAY 28, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	17,000	8,000
Kansas City	2,500	5,000	5,000
Omaha	1,200	9,500	5,000
St. Louis	1,200	11,000	500
St. Joseph	400	4,000	500
Sioux City	1,000	7,500	300
St. Paul	1,800	8,500	600
Oklahoma City	500	1,100	....
Fort Worth	3,000	400	7,000
Milwaukee	100	400	100
Denver	200	200	....
Wichita	300	1,500	200
Indianapolis	800	7,500	300
Pittsburgh	75	1,500	1,000
Cincinnati	450	3,500	1,500
Buffalo	200	3,200	800
Cleveland	300	2,500	500

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products covered a narrow range the latter part of the week; undertone about steady, due to continued moderate hog receipts, limited cash demand and weakness in grains. But commission house buying checked the declines. Chicago looking for moderate hog arrivals next week. Sentiment more divided, but strength in edible oils continues to attract considerable attention.

Cottonseed Oil.

After selling off about a half cent from season's highs, following the elimination of the May delivery, which went out at 16½c, and influenced by reports of importations of foreign oils, cottonseed oil ran into scattered support, which checked the decline. Selling pressure was limited on the breaks. Crude, 13c nom., but cash trade rather quiet. It has been estimated that between 5,000 and 8,000 bbls. of English cotton oil has been bought to come here on prompt, June and July shipments.

Quotations on cottonseed oil at Friday noon were: June, \$15.50@16.00; July, \$15.30@15.40; August, \$15.12@15.45; September, \$14.10; October, \$13.00@13.02; November, \$11.80@11.90; December, \$11.40@11.50; January, \$11.40@11.50.

Tallow.

Tallow, extra, 8¾@9c.

Oleo Oil and Stearine.

Stearine, oleo, close, 13c.

Hull Oil Market.

Hull, England, May 28, 1926.—(By Cable).—Refined cottonseed oil, 41s 6d; crude cottonseed oil, 38s.

FRIDAY'S GENERAL MARKETS.

New York, May 28, 1926.—Spot lard at New York: prime western, \$16.40@16.50; middle western, \$16.30@16.40; city, \$16.00; refined continent, \$16.75; South American, \$17.50; Brazil kegs, \$18.50; compound, \$16.00.

MEATS AND FATS EXPORTS.

Domestic exports of meats and fats from the United States for the month of April, 1926, with comparisons, are reported as follows by the U. S. Dept. of Commerce:

MONTH OF APRIL.

	1926.	1925.
Total meats and meat products, lbs.	42,908,951	45,490,963
Total animal oils and fats, lbs.	77,423,892	58,728,207
Beef and veal, fresh, lbs.	381,984	212,807
Beef, pickled, etc., lbs.	1,520,817	1,719,600
Pork, fresh, lbs.	1,100,608	1,879,495
Wiltshire sides, lbs.	536,024	1,304,072
Cumberland sides, lbs.	1,245,131	2,156,758
Hams and shoulders, lbs.	18,050,335	19,150,522
Bacon, lbs.	11,509,769	10,807,591
Pickled pork, lbs.	2,507,873	1,708,134
Oleo oil, lbs.	9,147,365	7,955,458
Lard, lbs.	65,190,167	44,446,534
Neutral lard, lbs.	1,759,132	1,571,385
Lard compounds, animal fats, lbs.	652,725	953,965
Margarine, animal fats, lbs.	246,146	49,505
Cottonseed oil, lbs.	4,144,094	2,107,062
Lard compounds, vegetable fats, lbs.	554,376	607,500

10 MONTHS ENDED APRIL.

	1926.	1925.
Total meats and meat products, lbs.	465,493,533	590,917,770
Total animal oils and fats, lbs.	708,307,422	815,692,459
Beef and veal, fresh, lbs.	2,564,459	2,628,348
Beef, pickled, etc., lbs.	16,890,193	19,057,388
Pork, fresh, lbs.	14,370,816	25,899,711
Wiltshire sides, lbs.	19,794,951	13,173,230
Cumberland sides, lbs.	19,328,775	22,146,075
Hams and shoulders, lbs.	178,545,733	232,306,287
Bacon, lbs.	143,532,696	187,686,005
Pickled pork, lbs.	24,744,101	22,912,005
Oleo oil, lbs.	71,062,129	85,864,329
Lard, lbs.	580,806,352	661,801,311
Neutral lard, lbs.	17,287,219	17,755,945
Lard compounds, animal fats, lbs.	14,100,094	7,239,592
Margarine, animal fats, lbs.	1,172,396	735,010
Cottonseed oil, lbs.	56,796,916	45,305,933
Lard compounds, vegetable fats, lbs.	7,820,650	5,389,750

TEXAS CRUSHERS MEET.

(Special Wire to The National Provisioner.)

The 32d annual convention of the Texas Cottonseed Crushers Association, held this week in San Antonio, Tex., was the most successful, instructive and constructive in its history.

Plans and arrangements for advertising cottonseed meal and other cottonseed feed products were discussed at the meeting, and it is expected to have them in operation before next year's crop is ready to crush. This forward step met with a great deal of enthusiasm, and it is felt that it should do much to improve the position and price of cottonseed meal in Texas in the future.

Several very instructive addresses were delivered by a number of prominent speakers. Among them were Hon. Christie Benet, general counsel of the Interstate Cottonseed Crushers' Association; Joseph F. Leopold, of Dallas, representing the U. S. Chamber of Commerce, Henry Plauche, of the New Orleans Cotton Exchange; A. L. Ward, swine husbandman, Texas A. & M. College; Col. C. C. Walsh, of the Federal Reserve Bank system, and others.

Officers elected were:

President, H. Warren Lynn, Winters. Vice-president, Daniel Bond, Vernon. Secretary, George H. Bennett, Dallas. Treasurer, Maj. Robert Gibson, Dallas. Hon. Christie Benet and Harry Landa were elected honorary life members. Retiring President Paul Plunket was presented with a beautiful silver service as a token of appreciation and esteem by the members.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to May 28, 1926, show exports from that country were as follows: To England, 56,547 quarters; to continent, 92,026 quarters; others, none.

Exports for the previous week were: To England, 164,711 quarters; to the continent, 92,265 quarters; others, none.

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending May 22, 1926, amounted to 3,921 metric tons, according to cable reports to the U. S. Department of Commerce. Of this amount, 3,909 metric tons went to England.

LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1 to May 26, 27,449,016 lbs.; tallow, 503,000 lbs.; greases, 2,237,200 lbs.; stearine, 70,000 lbs.

Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of March, 1926, based on reports received from 4,292 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows, with comparisons:

Kind.	Stocks on hand or in transit			Stocks disposed of during Mar. 1926.
	March, 1926.	February, 1926.	March, 1925.	
Cattle, total hides.....	4,241,977	4,532,737	4,508,065	1,462,562
Domestic—packer hides.....	2,747,843	2,940,031	2,687,505	963,497
Domestic—other than packer hides.....	1,271,072	1,818,589	1,440,324	435,159
Foreign (not including foreign-tanned) hides.....	223,062	274,117	375,236	73,885
Buffalo hides.....	41,596	41,596	44,750	1,819
Cattle and kip, foreign-tanned hides and skins.....	8,923	8,971	11,343	1,112
Calves and kip skins.....	3,533,002	3,548,557	2,873,354	977,031
Horse, colt, ass, and mule:				
Hides.....	106,213	104,846	128,400	47,130
Fronts, whole.....	110,404	94,347	74,524	3,567
Butts, whole.....	222,519	237,118	187,707	16,188
Shanks.....	59,272	72,500	53,339	11,544
Goat and kid skins.....	7,368,557	6,850,611	7,753,809	1,064,302
Gabreta skins.....	535,052	637,572	508,268	124,299
Sheep and lamb skins.....	5,047,972	6,389,252	5,066,076	2,396,718
Skivres and feshers, dozens.....	104,028	128,756	77,863	31,417
Kangaroo and wallaby skins.....	159,201	199,712	239,670	675
Deer and elk skins.....	276,728	200,774	372,625	92,875
Pig and hog skins.....	38,343	33,493	34,048	25,565
Pig and hog strips, pounds.....	396,706	416,194	391,510	95,123

TRADE GLEANINGS.

A new municipal abattoir is now being constructed at Commerce, Tex.

A new abattoir has been erected in Randle, Wash., by Neil D. McMahan and F. J. Ball.

Hoff Meat Company has sold its interest in the packing plant in Montpelier, Ida., to John T. Peterson and C. G. Keetch.

Wolverine Packing Company, of Chicago and Traverse City, Mich., has been incorporated in the latter city with a capital stock of \$50,000.

The plant of the Birmingham Packing Company, Birmingham, Ala., was recently slightly damaged by fire. The flames were largely confined to the shipping room, and the production schedule of the plant was not interfered with.

A new wing, lately added to the plant of the Keefe-LeSturgeon Packing Company, Arkansas City, Kans., was recently damaged slightly by fire. The flames broke out in the hog-hair drying room and were slightly extinguished by the company's own fire department.

Erion Packing Company has been incorporated in Mitchell, S. D., with a capital stock of \$100,000, with the following officers: H. C. Erion, president; A. F. Smith, vice-president; and J. M. Erion, secretary-treasurer. The board of directors consists of the officers and A. J. Harmon and Dr. E. V. Bobb.

Having outgrown its present plant, the High Grade Packing Company has let the contract for the erection of a new packing plant at 65th and Avenue J, Galveston, Tex. The new plant will cost around \$50,000, and will be completed within three months, according to present plans. A capacity of 1,000 head of livestock per week will be provided. J. Tramonte is president and general manager.

PASSING OF TRAFFIC VETERAN.

C. C. Ryan, head of the transportation department of Swift & Company, died recently while on a train near Hana, Wyo. Born in 1860 near Rock Island, Ill., Mr. Ryan entered the Swift organization at South Omaha in 1889, and had served there ever since, rising to be head of the traffic department of that territory. Burial was at Fremont, Neb., his boyhood home.

LIBBY DECLARES DIVIDEND.

At a meeting of the board of directors of Libby, McNeill & Libby, held May 27, 1926, a dividend of \$3.50 a share was declared, to be paid out of earnings, on outstanding preferred stock of the company, payable July 1, 1926, to preferred shareholders of record at the close of business Friday, June 11, 1926.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, May 1 to 26, none.

CATTLE**HOGS****CALVES****SHEEP**

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W. L. Kennett, Louisville, Ky.	F. L. Murray, Nashville, Tenn.	TOLEDO Kennett, Murray & Co. F. L. Murray, Mgr.

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Calfskins

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 22, 1926:

	CATTLE.	
	Week ending May 22.	Prev. week. 1925.
Chicago	26,170	40,880
Kansas City	23,720	21,562
Omaha	21,882	19,166
East St. Louis	11,702	10,115
St. Joseph	9,060	7,329
Sioux City	8,457	8,278
Cudahy	974	1,045
Fort Worth	9,398	10,143
Philadelphia	1,933	2,347
Indianapolis	4,063	4,858
Boston	1,773	1,196
New York and Jersey City	8,032	10,305
Oklahoma City	5,789	4,220
Total	133,002	141,762

	HOGS.	
	Week ending May 22.	Prev. week. 1925.
Chicago	82,400	82,400
Kansas City	32,226	25,897
Omaha	36,355	30,062
East St. Louis	26,866	32,532
St. Joseph	25,667	21,619
Sioux City	26,719	22,719
Cudahy	7,026	11,479
Fort Worth	4,081	3,112
Philadelphia	17,090	15,875
Indianapolis	27,757	24,193
Boston	14,421	14,381
New York and Jersey City	34,388	38,591
Oklahoma City	5,418	6,552
Total	340,414	329,511

	SHEEP.	
	Week ending May 22.	Prev. week. 1925.
Chicago	41,286	64,354
Kansas City	22,053	20,000
Omaha	23,277	31,319
East St. Louis	6,173	6,738
St. Joseph	13,165	18,815
Sioux City	2,075	2,668
Cudahy	279	353
Fort Worth	19,417	13,902
Philadelphia	4,056	4,266
Indianapolis	572	279
Boston	5,160	4,774
New York and Jersey City	40,117	43,902
Oklahoma City	322	131
Total	177,052	210,690

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., May 25, 1926.

CATTLE—Cattle receipts for two days this week around 5,700; bulk of these were beef steers and yearlings, and quality was of good average.

Several loads of medium weight steers sold at \$9.50, the top; bulk of all sales ranged \$8.50@9.35. Colorados sold \$8.50@9.25. Mixed yearlings mostly \$8.50@9.00, with others \$9.10@9.15.

Heifers in load lots were numerous at \$8.75@9.25, with odds and ends mostly \$7.00@8.50. Few cows sold above \$6.50, bulk of fair to good grades selling \$5.00@6.00, with canners and cutters \$3.50@4.50.

Bulls mostly \$5.50@6.25, few up to \$7.00@7.25. Calves unchanged with top veals \$11.50.

HOGS—Hog receipts for two days around 11,500 against 10,546 same days last week. There was a lower tendency on both days and prices are 20@25c lower for the period.

Light-lights topped today at \$14.25, lights \$14.00, and bulk of all sales ranged \$13.40@13.90. Throwout packing sows \$12.00@12.50.

SHEEP—Sheep receipts very light, numbering around 2,500 and these were all natives. Lambs strong to 25c higher, with most sales \$16.75@17.25.

Sheep steady, clipped ewes mostly \$7.50.

**Schwartz-
Feaman-Nolan Co.**

**Kansas City Stock Yards
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*their personal services
in buying*

Cattle or Hogs

*on order
for particular Packers*

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, May 27, 1926.

CATTLE—The fat steer trade, although more or less trendless earlier in the week, closed definitely higher. Yearlings gathered a 15@25c upturn and the advance was shared to a slightly lesser extent by weighty steers. Receipts locally for the first four days of the calendar week exceeded the run for the corresponding period a week ago by approximately 5,000 head, while 11 large markets were credited with an increase of around 16,000 head.

Heavy Nebraskas on late rounds boosted the extreme steer top to \$10.35 and medium weights from that state as well as a load of 1,595 lb. bullocks made \$10.25. Yearling steers as well as mixed steer and heifer offerings realized \$10.15, and upward to \$10.00 was paid for 765 lb. heifers. Most yearlings late sold up to \$9.00@9.75, while a spread of \$8.65@9.75 took the bulk of fed offerings.

Canners and cutters continued in narrow demand and lost 25@35c, few canners late exceeding \$4.25. Better grades fat cows and heavy heifers closed strong to 25c higher. Bull supplies became excessive and values dropped 50c while vealers finished about steady, packers taking the bulk late at \$11.50@12.50.

HOGS—Relatively high prices in force late last week came in for a trimming when expanded supplies locally and around the market circle gave buying interests increased control in trade. All values worked toward lower levels, the sharpest downturns showing in lighter weights that had reached an exceedingly high point last week.

Medium and heavy weight butchers declined 5@10c in most instances, with 25c losses accruing to those scaling close to the 200 lb. mark. Light lights and light weights suffered a 35@45c setback in most instances and slaughter pigs declined 50c in the majority of cases. Packing sow rates averaged 40c lower.

This schedule of revisions generally tended to narrow the price range, so that late in the week choice 200 lb. butchers sold up to \$14.30, best 140@180 lb. weights topped at \$14.40, and qualified 250 lb. butchers ranged up to \$14.10.

SHEEP—Fat lamb values continued to move higher during the week, small receipts offering the incentive. Choice clippers reached \$16.50, which price was 75c above the close a week ago. Native springers sold upward to \$18.50, as against \$17.25 last week.

Fat sheep, on the contrary, turned lower, receipts from the Southwest proving too liberal. Most fat ewes at the close sold at \$7.00@7.50, as against a \$7.25@7.75 market a week earlier.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., May 27, 1926.

CATTLE—Trade in beef steers and yearlings ruled uneven, better grades scaling 1,150 lbs. and down closed strong to 15c higher for the week, while most of the weightier offerings are steady to weak. Choice 1,110 lb. steers made the week's top at \$10.00, with best medium and heavy steers at \$9.65.

Bulk of the fed arrivals cleared from \$8.25@9.25; Texas grassers closed steady to strong with the bulk at \$6.00@6.65. Light weight heifers were in demand at strong to 15c higher prices. Better grades of butcher cows are steady, while plainer grades and canners and cutters declined 25@50c.

Bulls are 50c lower and veal calves \$1.00@1.50 lower with tops at \$11.00.

HOGS—Prices on all classes of hogs were lowered materially the first three days of the week, but a substantial reaction on today's session put closing levels on a mostly 5@10c lower basis.

Some of the lighter weight selections show declines of 15@25c. Choice 160 lb. weights topped the week at \$14.25.

SHEEP—Fat lamb prices held fully steady for the week with the bulk of the arrivals spring lambs. Best Arizona springers reached \$17.25, a new high level for the season, while the bulk of the more desirable native and range lambs sold from \$16.25@16.75.

Aged stock was fairly numerous and prices broke 50@75c. Shorn two year old Texas wethers sold up to \$9.50, with most of the aged offerings at \$8.00@8.50. Best clipped ewes sold at \$7.25, with the bulk at \$6.50@7.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., May 27, 1926.

CATTLE—Liberal receipts of fed steers early in the week resulted in prices for fed steers working lower. But with lighter receipts Wednesday and Thursday, part of the decline was regained, placing current values on medium weights and weighty steers on a weak to 10@15c lower basis as compared with a week ago.

Light steers and yearlings were in broad demand and are steady for the week. Best weighty steers earned \$9.50; yearlings, \$9.60, and medium weights \$9.75, the week's top price.

Heifers were in broad demand and are strong to 25c higher. Choice cows are weak to 15c lower, with lower grades uneven, mostly 25@40c lower. Bulls were in narrow demand and prices declined 75c. Veal closed the week 50c lower, with practical top \$11.50.

HOGS—The downward trend of local hog prices was traceable to increased receipts here and elsewhere, with the medium and light hogs reflecting a 15@25c decline. Strong weight butchers and packing grades uncover largely a 10@15c lower trend for the week.

Thursday's bulk 160@215 lb. averages range \$13.65@13.75; top, \$13.75, all weights. Bulk 215@290 lb. butchers, \$13.50@13.70, with heavies down to \$13.10.

Packing sows moved mostly at \$11.75@12.00. Bulk all sales ranged \$13.25@13.70, top, \$13.75.

SHEEP—Limited receipts here and at other leading market centers proved the outstanding bullish factor in the fat lamb trade. In a general way, spring lambs are 50@75c higher, with old crop lambs 25@40c higher. Fat sheep, while showing some fluctuation during the period, are steady with a week ago.

On Thursday, choice Idaho spring lambs sold \$17.60@17.75; California springers, medium to good, \$16.00@17.25; while fed shorn offerings cleared \$14.75@15.75. Desirable weight fat ewes, \$7.00@7.75.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
E. St. Louis, Ill., May 27, 1926.

CATTLE—Although general cattle receipts were liberal this week, medium to choice native steers and mixed yearlings and heifers remained undisturbed. Compared with one week ago, Western and common native beef steers, 10@15c lower; other natives, mixed yearlings and heifers, steady; good and choice shipping vealers, \$1.25@1.50 higher; other killing classes, 25c lower.

Tops for week: Yearlings and heifers, \$10.00; matured steers, \$9.90; mixed yearlings, \$9.75; Texas steers, \$7.50. Bulks for week: Native steers, \$8.00@9.50; Western steers, \$6.25@7.15; fat mixed

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 27, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	\$14.40	\$14.35	\$13.75	\$14.25	\$14.25
BULK OF SALES	13.50@14.10	14.00@14.25	13.25@13.70	13.50@14.00	13.25@13.75
Hy wt. (250-350 lbs.), med.-ch.	13.30@14.05	13.50@14.05	13.00@13.65	13.15@13.90	13.00@13.65
Med. wt. (200-250 lbs.), med.-ch.	13.85@14.30	13.80@14.20	13.50@13.75	13.50@14.00	13.80@13.85
Lt. wt. (160-200 lbs.), com.-ch.	13.35@14.40	14.00@14.35	13.50@13.75	13.90@14.25	13.60@14.10
Lt. lt. (130-160 lbs.), com.-ch.	13.45@14.40	14.10@14.35	13.50@13.75	13.70@14.25	13.85@14.25
Packing sows, smooth and rough	12.15@12.75	12.10@12.50	11.50@12.00	11.85@12.90	11.50@12.50
Slighter pigs (150 lbs. down), med.-ch.	13.75@14.50	14.25@14.50	14.25@14.75	14.25@14.75	14.25@15.00
Av. cost and wt., Wed. (pigs excluded)	13.79-253 lb.	14.05-213 lb.	13.34-259 lb.	13.68-232 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good.-ch.	9.25@10.25	.....	8.00@ 9.75	8.65@ 9.85	.....
STEERS (1,100-1,500 LBS.):					
Choice	9.90@10.50	9.65@10.25	9.25@10.00	9.25@10.00	8.50@ 9.50
Good	9.40@10.15	8.90@ 9.65	8.50@ 9.35	8.50@ 9.25	8.00@ 8.50
Medium	8.50@ 9.60	7.85@ 8.90	7.90@ 8.60	7.50@ 8.80	.....
Common	7.15@ 8.50	6.25@ 7.85	6.35@ 7.90	6.00@ 7.50	6.00@ 8.00
STEERS (1,100 LBS. DOWN):					
Choice	10.15@10.50	9.85@10.35	9.35@10.10	9.25@10.00	.....
Good	9.60@10.15	9.15@ 9.85	8.65@ 9.35	8.00@ 9.25	8.35@ 9.50
Medium	8.40@ 9.60	7.85@ 9.15	7.85@ 8.65	7.50@ 8.80	8.00@ 8.35
Common	6.90@ 8.40	6.00@ 7.85	6.25@ 7.85	5.90@ 7.50	6.00@ 8.00
Canner and cutter	5.50@ 6.90	5.25@ 6.80	5.00@ 6.25	4.75@ 5.60	4.00@ 6.00
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	8.75@10.25	9.00@10.25	8.50@ 9.75	8.25@ 9.65	8.25@ 9.50
HEIFERS:					
Good-choice (850 lbs. up)	7.65@10.10	7.00@ 9.00	7.00@ 9.15	6.75@ 8.65	7.25@ 8.75
Common-med. (all weights)	6.00@ 9.00	6.00@ 7.75	5.25@ 7.75	5.25@ 7.65	5.25@ 7.25
COWS:					
Good to choice	6.75@ 7.75	6.25@ 7.75	6.00@ 7.65	6.00@ 7.00	6.25@ 7.75
Common and medium	4.90@ 6.75	5.25@ 6.25	5.15@ 6.00	4.50@ 6.00	4.75@ 6.25
Canner and cutter	3.85@ 4.90	3.50@ 5.25	3.90@ 5.18	3.80@ 4.50	3.75@ 4.75
BULLS:					
Good.-ch. (beef 1,500 lbs. up)	6.25@ 6.90	6.25@ 6.75	5.75@ 6.25	5.75@ 6.25	6.00@ 6.75
Good.-ch. (1,500 lbs. down)	6.25@ 7.00	6.25@ 7.00	5.75@ 6.50	5.85@ 6.75	6.00@ 7.00
Can.-med. (canner and bologna)	4.75@ 6.35	4.50@ 6.25	4.25@ 5.75	4.50@ 5.75	4.50@ 6.90
CALVES:					
Medium to choice (milk fed. exc.)	6.50@ 8.25	6.50@ 8.50	6.00@ 8.75	6.00@ 8.50	4.50@ 6.40
Cull-common	5.00@ 6.50	4.50@ 6.50	4.25@ 6.00	4.00@ 6.00	3.50@ 4.50
VEALERS:					
Medium to choice	9.50@12.75	8.50@13.75	8.00@12.00	7.00@11.00	7.50@12.25
Cull-common	6.00@ 9.50	5.00@ 8.50	5.00@ 8.00	4.00@ 7.00	4.50@ 6.50
Slaughter Sheep and Lambs (Shorn Basis):					
Lambs, med. to choice (84 lbs. down)	13.75@16.50	13.25@15.50	13.25@16.00	13.25@15.25	12.50@15.50
Lambs (62 lbs. up)	11.50@16.25	11.50@15.00	12.25@15.75	12.25@15.75	10.00@12.50
Lambs, cull-com. (all weights)	11.00@13.75	9.50@13.25	11.25@13.25	10.75@13.25	.....
Yearling wethers, medium to choice	10.75@15.00	10.00@13.75	10.00@13.50	10.80@13.50	.....
Ewes, common to choice	4.50@ 7.75	4.00@ 7.00	4.25@ 7.75	4.25@ 7.25	4.00@ 7.00
Ewes, canners and cull	2.00@ 4.50	2.00@ 4.00	1.50@ 4.25	1.00@ 4.25	1.00@ 4.00

yearlings and heifers, \$9.00@9.75; cows, \$5.75@6.50; canners, \$3.75@4.25.

HOGS—Increased receipts around the circuit weakened hog prices locally, but medium and heavy butchers escaped some of the punishment administered to lighter descriptions and the price spread narrowed considerably. Bulk of all weights today brought \$14.00@14.25, the narrowest spread in months.

A few choice light hogs, light lights and pigs brought a 5@10c premium at \$14.35. Light hogs and underweights show a 35@40c decline from last Thursday. Medium and heavy butchers declined 10@25c, and packing sows 50c. Bulk packers today, \$12.25@12.40.

SHEEP—Spring lamb prices were boosted 25@50c this week, but buyers enforced a \$1.50 penalty on culls. Choice Tennessee and Kentucky springers reached \$17.85. Most natives, \$17.25@17.50; culls, \$11.00@11.50. Aged sheep declined 50c, fat ewes bringing \$6.00@7.00. Shorn canners and culls, \$2.00@4.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., May 26, 1926.

CATTLE—Hot weather and seasonably liberal cattle supplies are against the selling interest in the market. Prices for most grades of fat beef cattle around 25c lower for the week, unless for the best quality light weights; cows are 25@50c lower compared with late last week; calves are about steady.

Best beefs here this week have been handy weights at \$9.50, some weights of close to 1,350 lbs. at \$9.35 and a few good kinds of all weights making \$9.25. Bulk of fair to good steers have been selling in a range of \$8.25@9.00; common and medium, \$7.00@8.00.

Fat cows, \$5.50@6.50 for bulk; heifers, \$6.00@8.00, a few \$8.50 and better; canners, \$3.50@4.50; veals, \$1.00 for tops.

HOGS—The hog market has taken on a slump in the last few days and is now 35@50c lower for the good hogs and 50c@1.00 lower for sows compared with high time of a few days ago. The half week total of 24,000 head is 3,000 above arrivals for the same time of last week.

Today with 11,000 hogs here the market was 10@25c lower with bulk of decline on sows and heavy hogs. Bulk of light weights sold at \$13.50@13.60; tops, \$13.65. Bulk of medium weight butchers, \$13.40@13.50; heavy mediums, \$13.25@13.40; heavies around \$13.00; mixed droves, \$12.50@13.00; bulk of sows, \$11.75@12.25; pigs, \$14.00@14.75.

SHEEP—But few sheep here under-tone strong. Spring lambs sold at \$17.50.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, May 22, 1926, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,533	9,900	13,911
Swift & Co.	5,548	6,000	15,827
Morris & Co.	3,000	4,000	5,033
Wilson & Co.	5,879	8,200	6,513
Anglo-Amer. Prov. Co.	1,486	2,200	...
G. H. Hammond Co.	2,583	3,400	...
Libby, McNeil & Libby	550	...	...

Breunann Packing Co., 5,300 hogs; Miller & Hart, 3,300 hogs; Independent Packing Co., 4,000 hogs; Boyd, Latham & Co., 3,400 hogs; Western Packing & Provision Co., 7,600 hogs; Roberts & Oake, 3,700 hogs; others, 20,200 hogs.

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,238	6,926	1,156
Swift & Co.	3,143	7,317	2,495
Morris & Co.	2,160	4,912	1,318
St. Louis Dressed Beef Co.	1,333	...	...
Co.	721	901	65
East Side Pkg. Co.	1,542	6,307	...
Hell Pkg. Co.	15	612	...
American Pkg. Co.	138	840	25
Krey Pkg. Co.	90	139	...
Sartorius	...	892	...
Seloff Pkg. Co.	167	1,051	...
Gerst Bros. Meat Co.	17	748	...
Butchers	9,972	44,248	624
Total	21,541	74,902	5,683

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,206	1,234	7,826	3,164
Cudahy Pkg. Co.	2,784	964	4,597	6,050
Fowler Pkg. Co.	774	...	...	...
Morris & Co.	2,824	1,069	4,479	2,533
Swift & Co.	3,706	1,315	6,687	5,585
Wilson & Co.	3,809	891	7,475	4,662
Local butchers	877	197	862	...
Total	18,020	5,700	32,236	22,063

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,880	11,108	5,776
Cudahy Pkg. Co.	5,537	9,138	5,682
Dold Pkg. Co.	1,183	4,514	...
Morris & Co.	2,901	4,815	3,702
Swift & Co.	6,564	7,872	7,292
Glassburg, M. Co.	...	...	...
Hoffman Pkg. Co.	87	...	...
Mayerowich & Vall.	59	...	...
Glasser & M. Prov. Co.	13	...	...
Omaha Pkg. Co.	66	...	...
John Roth & Sons.	88	...	...
So. Omaha Pkg. Co.	97	...	...
Lincoln Pkg. Co.	385	...	...
Nagle Pkg. Co.	324	...	...
Stinegar Pkg. Co.	127	...	...
Wilson & Co.	405	...	...
Kennett-Murray Co.	...	3,049	...
J. W. Murphy	...	5,718	...
Other hog buyers, Omaha.	...	11,786	...
Total	23,768	58,000	22,452

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,903	930	12,709	10,786
Armour & Co.	2,215	645	5,850	1,869
Morris & Co.	1,601	494	6,927	720
Others	3,036	202	3,308	944
Total	9,945	2,271	28,704	14,109

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,870	175	11,727	194
Armour & Co.	2,779	233	12,125	335
Swift & Co.	2,200	285	6,809	223
Sacks Pkg. Co.	73	45	...	...
Smith Bros. Pkg. Co.	33	42	22	...
Local butchers	107	21	47	...
Order buyers and packer shipments	1,944	7	13,417	...
Total	9,406	808	44,147	752

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,835	642	1,693	277
Wilson & Co.	2,423	796	3,545	45
Others	83	...	185	...
Total	4,351	1,438	5,418	322

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,389	4,303	14,905	368
Cudahy Pkg. Co.	358	1,835	2,103	...
Hertz Bros.	227	48	...	...
Swift & Co.	4,310	7,695	22,546	789
United Pkg. Co.	1,653	383	...	...
Others	575	632	4,852	...
Total	9,512	14,896	44,206	1,157

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	714	528	7,770	1,583
Dold Pkg. Co.	367	37	5,349	...
Local butchers	200	...	...	...
Total	1,281	595	13,119	1,583

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	892	137	1,726	988
Armour & Co.	928	194	3,668	1,091
Haynes-Murphy	610	104	1,207	...
Others	448	134	229	167
Total	2,878	539	6,830	2,246

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,841	3,143	4,487	303
Kingman & Co.	1,240	926	17,800	225
Moore Pkg. Co.	...	...	...	...
Armour & Co.	233	60	2,505	32
Indianapolis Abt. Corp.	1,803	271	...	...
Hilgemeler Bros.	...	...	1,054	...
Brown Bros.	114	21	...	...
Bell Pkg. Co.	125	...	291	...
Schussler Pkg. Co.	...	...	276	...
Riverview Pkg. Co.	11	3	167	4
Meter Pkg. Co.	137	10	215	...
Indiana Prov. Co.	28	...	213	...
Art Wabnitz	13	60	...	79
Hoosier Abt. Co.	46	...	...	...
Others	342	154	1,053	53
Total	5,905	4,676	30,130	775

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	820	512	3,739	204
Kroger Groc. & Bak. Co.	242	156	2,411	...
Gus Juengling	117	108	...	68
J. & F. Schroth Pkg. Co.	22	...	2,803	...
H. H. Meyer Pkg. Co.	29	...	2,568	45
J. Hillberg's Sons	118	14	...	...
A. Sander Pkg. Co.	11	...	1,569	...
Sam Gall	...	...	282	...
J. Schlacter's Sons	241	279	...	196
Wm. G. Rehn's Sons	115	74	...	...
Total	1,715	1,203	12,890	785

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,029	6,578	8,982	89
Swift & Co., Chgo.	...	...	624	...
Swift & Co., Harrisburg	23	...	...	...
United Dressed Beef Co.	...	...	...	...
New York	165	...	...	...
Layton Co.	...	...	437	...
R. Gums & Co.	...	...	86	83
Armour & Co., Milwke.	222	...	3,001	...
Armour & Co., Chicago.	246	...	...	...
New York Butchers	...	...	...	...
Dressed Meat Co.	65	...	...	...
Butchers	225	874	14	91
Traders	263	175	37	...
Total	2,231	7,383	12,248	120

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending May 22, 1926, with comparisons:

CATTLE.

	Week ending May 22.	Prev. week.	Cor. week 1925.
Chicago	26,179	28,869	27,444
Kansas City	18,020	20,090	19,134
Omaha	23,768	20,536	18,769
St. Louis	21,541	20,624	24,760
St. Joseph	9,945	9,945	33,856
Sioux City	9,406	8,113	9,510
Oklahoma City	4,351	2,940	3,327
Indianapolis	5,905	6,271	5,912
Cincinnati	1,715	1,712	1,829
Milwaukee	2,231	...	2,296
Wichita	1,281	1,112	1,528
Denver	2,878	1,868	2,190
St. Paul	9,512	11,105	9,843
Total	136,432	130,823	134,419

HOGS.

	Week ending May 22.	Prev. week.	Cor. week 1925.
Chicago	82,400	82,600	81,100
Kansas City	32,252	32,807	19,151
Omaha	48,000	49,633	75,684
St. Louis	74,902	78,876	75,742
St. Joseph	28,794	25,816	29,905
Sioux City	44,147	30,134	65,210
Oklahoma City	5,418	6,352	4,664
Indianapolis	30,130	29,824	33,856
Cincinnati	12,890	11,478	10,528
Milwaukee	12,248	...	5,291
Wichita	13,119	10,738	12,414
Denver	6,830	6,413	5,982
St. Paul	44,206	44,154	53,686
Total	445,310	392,145	473,113

SHEEP.

	Week ending May 22.	Prev. week.	Cor. week 1925.
Chicago	41,286	62,827	62,313
Kansas City	22,053	17,478	23,769
Omaha	22,452	27,825	26,413
St. Louis	5,683	6,777	8,331
St. Joseph	14,100	19,094	24,910
Sioux City	752	1,427	371
Oklahoma City	322	131	118
Indianapolis	775	2,891	981
Cincinnati	785	761	974
Milwaukee	129	...	...
Wichita	1,583	1,830	585
Denver	2,246	4,204	3,541
St. Paul	1,157	1,786	1,603
Total	113,323	147,631	153,683

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 20, 1926, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended May 20.	Previous week.	Same week 1925.
Toronto	\$ 8.00	\$ 8.00	\$ 8.25
Montreal (W)	7.75	7.50	8.00
Montreal (E)	7.75	7.50	8.00
Winnipeg	7.00	7.25	7.25
Calgary	6.85	6.60	7.15
Edmonton	7.00	6.50	7.00

VEAL CALVES.

	Week ended May 20.	Previous week.	Same week 1925.
Toronto	\$13.00	\$13.00	\$11.00
Montreal (W)	9.00	8.25	8.25
Montreal (E)	9.00	8.25	8.25
Winnipeg	10.00	10.50	9.00
Calgary	11.00	11.00	14.00
Edmonton	11.00	11.00	9.00

SELECT BACON HOGS.

	Week ended May 20.	Previous week.	Same week 1925.
Toronto	\$15.91	\$15.36	\$14.37
Montreal (W)	15.25	14.75	15.75
Montreal (E)	15.25	14.75	15.75
Winnipeg	15.40	14.98	12.26
Calgary	15.23	14.75	12.76
Edmonton	15.12	14.74	12.45

GOOD LAMBS.

	Week ended May 20.	Previous week.	Same week 1925.
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HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Packer hides have been fairly active during the week, at prices steady with those obtained during the previous week. There was a fairly good movement of branded stocks of all descriptions and branded cows sold at an advance of $\frac{1}{8}$ c over last previous sale.

Tanners have been fighting hard against the recent advances, but the demand continues strong enough to enable packers to keep well sold up to current kill. Meanwhile, quality continues to show improvement. Estimates as to the movement during the week vary, but it is probable that 70,000 to 80,000 hides were involved.

Spread native steers are inactive and quoted nominally at $15\frac{1}{2}$ @ 16 c. There was a fair movement of native steers, one lot of 7,000 May hides moving at 14 c for heavies and 13 c for lights. Extreme native steers are quoted at 14 c, in line with last sale of May hides.

Branded stocks have been in good demand. Around 5,000 May butt branded steers sold at 13 c. There were sales of about 6,000 Colorados at $12\frac{1}{2}$ c for May. These prices were steady with sales of previous week.

Two lots, totalling 4,000 May heavy Texas steers, moved at 13 c; about the same number of light Texas steers brought $12\frac{1}{2}$ c for May. Extreme light Texas steers are held at $12\frac{1}{2}$ c.

Heavy native cows sold freely at $12\frac{1}{2}$ c for May, several lots totalling around 6,000, being involved. Light native cows have been inactive and are quoted nominally at $13\frac{1}{2}$ c, which figure had previously been bid for all points.

Branded cows were active, around 20,000 to 25,000 May hides selling at $12\frac{1}{2}$ c, or an advance of $\frac{1}{8}$ c over last sales; this figure had been asked at the end of last week.

Native bulls are quiet; last trading was at 9 c for January to April and $9\frac{1}{2}$ @ $9\frac{3}{4}$ c now asked. Branded bulls are dull and held at $7\frac{1}{2}$ @ 8 c, according to take-off.

The opinion is expressed by some buyers that the recent advance has been over-done; packers, however, claim that during the drastic declines in the spring of this year values went too low, and they point to the fact that the present prices are still under those obtained at this time last year. Killers have shown a willingness to go along with the market and appear to be keeping well sold up to their current slaughter.

SMALL PACKER HIDES—There have been no developments during the week in small packer hides. As previously reported, late last week three small packers disposed of their May production at 13 c for all weight native steers and cows and 12 c for branded. A few killers have not yet disposed of their May production and some action by these is expected in the near future.

Native bulls last sold at 9 c; branded bulls are quoted nominally at $7\frac{1}{2}$ @ 8 c, based on last trading.

COUNTRY HIDES—Country hides are steady; dealers express the opinion that present prices can be maintained without difficulty. Some decrease in production is expected shortly.

All weight native held at $10\frac{1}{2}$ @ 11 c, selected, delivered. The small production of heavy steers are quoted at $10\frac{1}{2}$ @ 11 c asked; heavy cows and steers are moving slowly at $9\frac{1}{2}$ c, with 10 c asked for some choice lots. Good lots of buff weights are quoted at $10\frac{1}{2}$ c, while 11 c is generally asked for choice 45-60 lb. weights.

There is a good demand for lighter stock. Extreme weights are moving at

$12\frac{1}{2}$ @ 13 c, with $13\frac{1}{2}$ c asked for some lots, according to weights and percentage of grubs; a few lots of 25-45 lb., free of grub, are held at 14 c. Bulls are slow and listed at $8\frac{1}{2}$ @ $8\frac{3}{4}$ c. Western all-weight branded are quoted at $9\frac{1}{2}$ @ $9\frac{3}{4}$ c, Chicago freight.

Receipts of hides at Chicago for week ending May 22nd, 3,524,000 lbs.; previous week, 2,665,000 lbs.; same week a year ago, 3,823,000 lbs.; from Jan. 1 to May 22, this year, 65,778,000 lbs.; same period a year ago, 79,579,000 lbs.

Shipments of hides from Chicago for week ending May 22nd, 5,529,000 lbs.; previous week, 4,920,000 lbs.; same week a year ago, 4,644,000 lbs.; from Jan. 1 to May 22, this year, 104,495,000 lbs.; same period a year ago, 102,774,000 lbs.

CALFSKINS—Packer calfskins are firm and demand continues good. One packer sold 6,500 May calfskins at $19\frac{1}{2}$ c in the middle of the week; the same figure had previously been secured by another packer on a larger lot toward the close of last week. This price is apparently well established, and up to 20 c is asked by others.

First salted Chicago city calfskins are held at 18 c, or $\frac{1}{8}$ c over previous sales. Resalted lots are quoted all the way from $15\frac{1}{2}$ @ 17 c, according to selection and condition. Outside city calfskins are held at $16\frac{1}{2}$ @ 17 c, according to selection.

Packer kips are quiet; market is well sold up to May. There has been no trading reported on the open market but packers generally ask 18 c, or $\frac{1}{8}$ c over last sale. Buyers, however, appear unwilling to pay any advance. Overweights are held at $16\frac{1}{2}$ @ $16\frac{3}{4}$ c, branded, $14\frac{1}{2}$ @ 15 c.

First salted Chicago city kips are quoted nominally around 16 c; resalted lots are priced at $14\frac{1}{2}$ @ 15 c, according to quality. Outside city kips are held at $14\frac{1}{2}$ @ 15 c, selected.

Packer regular slunks last sold at 85 c and $90\frac{1}{2}$ @ 95 c now asked for April. Hairless slunks are quoted at $50\frac{1}{2}$ @ 65 c.

MISCELLANEOUS MARKETS—Dry hides are about steady at $18\frac{1}{2}$ @ 19 c for flints, with 20 c asked for fancy light hides.

Horsehides continue firm; light average country lots quoted around $\$4.00$, while choice renderers are held at $\$5.00$.

Sheep pelts are quiet. Most sales of packer shearlings during the week have been at $\$1.30$; one car, however, brought $\$1.35$. Dry pelts are quoted at $20\frac{1}{2}$ @ 23 c, according to description.

No. 1 pigskin strips are quiet and quoted nominally at $7\frac{1}{2}$ @ $7\frac{3}{4}$ c. Holders are asking $5\frac{1}{2}$ c for gelatine stocks; best bid reported $4\frac{3}{4}$ c for carload lots.

New York.

NEW YORK PACKER HIDES—The market for New York packer hides continues firm, although less activity is reported. Native steers sold early in the week at $13\frac{1}{2}$ c, the asking price of previous week. Butt branded steers sold at $12\frac{1}{2}$ c and Colorados at 12 c.

Tanners decline to pay any advance on branded hides but appear willing to take them at these prices. The market appears to be fairly well sold up with the exception of bulls, which are held at $9\frac{1}{2}$ @ $9\frac{3}{4}$ c.

COUNTRY HIDES—Country hides are rather quiet but the selling schedule is being well maintained, due in some measure to the strength shown recently in the western markets. There is a more active inquiry for extremes, with offerings somewhat lighter and holders asking higher prices for these weights.

CALFSKINS—New York City calfskins are rather quiet, but prices continue about unchanged and firm. The market is well sold up and deliveries have been mostly against contracts, with few outside lots offered.

Sales have been reported at prices steady with those of last week and holders of the few lots available are asking 1.60 @ 1.70 for 5-7's, 2.00 @ 2.05 for 7-9's and 2.65 for 9-12's. While less activity is reported in the way of inquiries, the sold up condition lends considerable strength to the market.

DRY HIDES—Common dry hides continue quiet, with prices holding steady. No great improvement in the actual demand is reported, but there have been inquiries recently from some of the larger tanners. Some consumers indicate that they have fair stocks on hand and are willing to wait the market out. Receipts continue light, however, and sellers show no inclination to shade prices.

MORE LIVE STOCK NEWS.

Extension of the livestock market news service under Congressional authority has been announced by the Department of Agriculture.

The service will probably be extended to Pittsburgh, Buffalo, Cleveland, Cincinnati, St. Joseph, and Indianapolis as soon after July 1 as suitable arrangements can be completed.

The extended service will consist of reporting the livestock markets at the various points, the reports to be used to supplement the livestock market news service already in operation.

The reports will be supplemented with statements showing the receipts of livestock at the principal livestock markets the country over.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending May 29, 1926, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1925.
	Week ending May 29, '26.	Week ending May 22, '26.	
Spread native steers.....15	@15 $\frac{1}{2}$ n	@15 $\frac{1}{2}$ c	@16c
Heavy native steers.....	@14c	13 @14c	14 $\frac{1}{2}$ @14 $\frac{1}{2}$ c
Heavy Texas steers.....	@13c	@13c	@14 $\frac{1}{2}$ c
Heavy butt branded steers.....	@13c	@13c	@14c
Heavy Colorado steers.....	@12 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ c	@13c
Ex-Light Texas steers.....	@12 $\frac{1}{2}$ n	@12b	@13c
Branded cows.....	@12 $\frac{1}{2}$ c	@12b	@13c
Heavy native cows.....	@12 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ ax 13	@13 $\frac{1}{2}$ c
Light native cows.....	@13 $\frac{1}{2}$ n	@14c	13 $\frac{1}{2}$ @13 $\frac{1}{2}$ c
Native bulls.....9	@9 $\frac{1}{2}$ c	@10n	@11c
Branded bulls.....8	@8c	@7 $\frac{1}{2}$ n	9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c
Calfskins.....	@19 $\frac{1}{2}$ c	19 @20c	@22c
Kips.....17 $\frac{1}{2}$ @18c	17	@17 $\frac{1}{2}$ c	17 @17 $\frac{1}{2}$ c
Kips, over t.....	@16c	@15 $\frac{1}{2}$ n	@15 $\frac{1}{2}$ c
Kips, branded.....	@14 $\frac{1}{2}$ c	13 $\frac{1}{2}$ @14c	@13 $\frac{1}{2}$ c
Slunks, regular.85	@95c	@95ax	1.06@1.10
Slunks, hairless.50	@65c	50 @65c	60 @65c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	CITY AND SMALL PACKERS.		Cor. week, 1925.
	Week ending May 29, '26.	Week ending May 22, '26.	
Natives, all weights.....	@13c	@13c	13 @13 $\frac{1}{2}$ c
Bulls, native.....	@8n	8 $\frac{1}{2}$ @8c	@11c
Br. str. hds.....	@12c	@12c	@12 $\frac{1}{2}$ c
Calfskins.....	@16n	@17 $\frac{1}{2}$ c	@19 $\frac{1}{2}$ n
Kips.....	@14 $\frac{1}{2}$ @15c	@16n	@14 $\frac{1}{2}$ n
Slunks, regular.50	@77 $\frac{1}{2}$ c	50 @77 $\frac{1}{2}$ c	@1.00
Slunks, hairless	No. 1.....25 @30n	25 @30n	25 @30c

COUNTRY HIDES.

	COUNTRY HIDES.		Cor. week, 1925.
	Week ending May 29, '26.	Week ending May 22, '26.	
Heavy steers.....10 $\frac{1}{2}$ @11c	10 $\frac{1}{2}$ @11c	12 @12 $\frac{1}{2}$ c	
Heavy cows.....9 $\frac{1}{2}$ @10c	9 $\frac{1}{2}$ @10c	11 @11 $\frac{1}{2}$ c	
Butts.....10 @10 $\frac{1}{2}$ c	10 @10 $\frac{1}{2}$ c	11 $\frac{1}{2}$ @12c	
Extremes.....12 $\frac{1}{2}$ @13c	12 $\frac{1}{2}$ @13c	13 @13c	
Bulls.....7 @7 $\frac{1}{2}$ c	7 @7 $\frac{1}{2}$ c	8 $\frac{1}{2}$ @9c	
Branded hides.....8 $\frac{1}{2}$ @9c	8 @8 $\frac{1}{2}$ c	9 $\frac{1}{2}$ @10c	
Calfskins.....12 $\frac{1}{2}$ @13c	12 $\frac{1}{2}$ @13c	14 $\frac{1}{2}$ @15c	
Kips.....11 $\frac{1}{2}$ @12c	10 $\frac{1}{2}$ @11 $\frac{1}{2}$ c	13 @13 $\frac{1}{2}$ c	
Light calf.....\$0.55@0.60	\$0.65@0.70	\$0.65@0.70	\$0.80@1.00
Deacons.....\$0.55@0.60	\$0.55@0.60	\$0.55@0.60	\$0.80@0.90
Slunks, regular.....\$0.55@0.60	\$0.55@0.60	\$0.55@0.60	\$0.80@0.90
Slunks, hairless.....\$0.15@0.20	\$0.15@0.20	\$0.15@0.20	\$0.25@0.35
Horsehides.....\$3.50@4.50	\$3.50@4.50	\$4.25@5.25	\$4.25@5.25
Hogskins.....\$0.20@0.25	\$0.20@0.25	\$0.20@0.25	\$0.25@0.30

SHEEPSKINS.

	SHEEPSKINS.		Cor. week, 1925.
	Week ending May 29, '26.	Week ending May 22, '26.	
Large packers.....\$1.75@2.25	\$1.75@2.25	\$2.25@2.75	
Small packers.....\$2.50@2.85	\$2.50@2.85	\$2.25@2.75	
Pkrs. shearings.....\$1.30@1.35	\$1.35@1.40	\$1.10@1.15	
Dry pelts.....\$0.20@0.23	\$0.20@0.25	\$0.20@0.25	

ICE AND REFRIGERATION

ICE NOTES.

A new, modern cold storage plant is soon to be installed in Vernon, Tex., by the Witherspoon Company.

A new cold storage plant is being contemplated for Newark, N. Y., by local interests.

Firm Fuel & Ice Company plans to install a modern cold storage plant in Hattiesburg, Miss.

A new cold storage plant is to be erected in Hammon, Okla., by W. E. Lambert.

Consumers Ice & Cold Storage Company is said to be contemplating the erection of a new \$200,000 ice and cold storage plant in Orlando, Fla.

It is reported that the Edisto Public Service Company plans to build a new, modern cold storage plant in Williston, S. C.

Granite Ice & Coal Company has been incorporated in Granite Falls, N. C., with a capital stock of \$25,000 by C. A. Teague, J. V. Sherrill and others.

It is reported that J. W. Mallory, of Anniston, Ala., plans to erect a new \$500,000 ice manufacturing and refrigeration plant in Winter Haven, Fla.

Waxahachie Ice Works has let contract for the erection of a new ice and cold storage plant in Red Oak, Tex.

MORE COLD STORAGE IN CHINA.

Additional cold storage facilities are being provided at Hong Kong, China, by the Dairy Farm Ice and Cold Storage Co., Ltd., which is erecting a new plant there. The present storage capacity is 262,500 cubic feet; the new plant will double this.

Both plants are suitable for chilling, freezing and storing. The machinery and equipment for the new building are all of American manufacture and are already on the ground.

The principal products handled by this concern are meats, butter and cheese, the bulk of which is received from Australia and Canada.—*Ice and Refrigeration.*

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

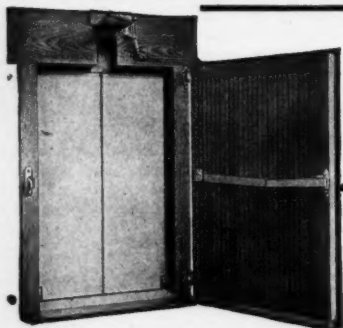
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Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12"x16"—no "green centers" possible.

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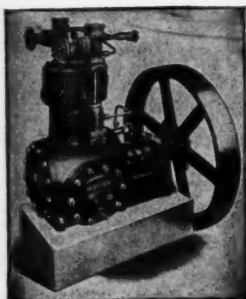
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Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air.

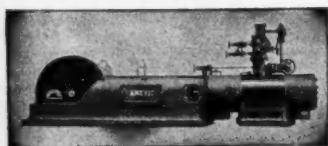
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Built in capacities of
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It will satisfy YOU!

Let Us Hear from You

The
Arctic Ice Machine Co.
Canton, Ohio

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending May 22, 1926, with comparisons, as follows:

	Week ending May 22.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	7,824	8,538½	8,656
Cows, carcasses	650	667	667
Bulls, carcasses	117	165	103
Veals, carcasses	11,494	12,884	11,213
Hogs and pigs	10		
Lambs, carcasses	21,167	20,902	31,563
Mutton, carcasses	6,474	5,893	3,849
Beef cuts, lbs.	335,612	558,600	96,689
Pork cuts, lbs.	990,015	1,243,787	796,306
Local slaughters:			
Cattle	8,092	10,305	10,631
Calves	16,524	19,844	19,994
Hogs	34,388	38,591	50,503
Sheep	40,117	43,902	38,094

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending May 22, 1926, with comparisons:

	Week ending May 22.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,447	3,001	2,784
Cows, carcasses	1,676	1,897	899
Bulls, carcasses	75	50	40
Veals, carcasses	1,432	1,389	1,621
Lambs, carcasses	11,585	14,070	14,362
Mutton, carcasses	1,036	889	561
Pork, lbs.	359,147	354,894	560,540
Local slaughters:			
Cattle	1,773	1,796	1,594
Calves	2,051	3,295	2,283
Hogs	14,421	14,381	9,353
Sheep	5,160	4,774	6,132

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending May 22, 1926, with comparisons:

	Week ending May 22.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,349	2,065	2,332
Cows, carcasses	684	1,023	536
Bulls, carcasses	154	132	105
Veals, carcasses	2,580	2,520	2,473
Lambs, carcasses	9,338	11,473	10,369
Mutton, carcasses	2,064	2,039	945
Pork, lbs.	335,059	411,508	324,240
Local slaughters:			
Cattle	1,933	2,347	1,954
Calves	3,524	3,368	3,223
Hogs	17,090	15,875	14,975
Sheep	4,036	4,256	6,063

CANNED MEATS EXPORTS.

Exports of canned meats from the United States for April, 1926, with comparisons, are reported as follows by the U. S. Department of Commerce:

	April, 1926	April, 1925	10 mo. ended Apr. '26
Total canned meats, lbs.	1,476,953	1,807,160	12,623,000
Beef, canned lbs.	276,727	110,654	2,029,014
Sausage, canned, lbs.	345,039	418,536	2,875,894

Twenty years from now! Dempsey and Wills are in the ring at last. But we see they are not the men of old. The years have taken their toll. Father Time has reaped mightily! Hair has grayed! Muscles have softened! Bodies have bowed! *Age has delivered vicious blows.*

Times have changed. The fight is witnessed by about a *million*. The fighters split a *four million dollar purse!* Everything on a big scale! The contest is radio-pictured to millions of homes here and abroad.

At last! Dempsey and Wills have quit talking!

“ ” ”

Age can take its toll. Father Time carries a *terrific* punch. The men and the products are *few* that can stand up against him. But *occasionally* he finds his equal. We vouchsafe no predictions for the condition of *Dempsey and Wills* twenty years from now. But we can see *Jamison Doors* still serving—still gathering friends and boosters—still performing just as *efficiently* as they are today.



Jamison Doors

Jamison Cold Storage Door Company
Hagerstown Maryland U. S. A.

Chicago Section

Louis B. Dorr, vice-president and controller of the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago this week.

Charles S. Hughes, president of the Hughes-Curry Packing Co., Anderson, Ind., made a brief visit to the city this week.

Solon W. Burkhart, general manager of the Dold Packing Company, Omaha, Nebr., made a business trip to the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 36,484 cattle, 14,608 calves, 68,469 hogs and 22,905 sheep.

President J. W. Rath, of the Rath Packing Co., Waterloo, Ia., passed through the city this week on his way East, whence he plans to sail shortly for Europe.

Dan J. Gallagher, Chicago's demon golfer-broker, played golf up at Crystal Lake last week, but refuses to tell what his score was. Dan says he needs more practice.

A. L. Eberhart, of Cross, Roy, Eberhart & Harris, leading Chicago provision brokers, accompanied by Mrs. Eberhart, has left the city in his automobile for a camping trip in the West. They expect to be gone for a couple of weeks.

Provision shipments from Chicago for the week ending May 22, 1926, are reported as follows, with comparisons:

	Cor. week,	1925
Last week	Prev. week	
Cured meats, lbs.	18,146,000	18,411,000
Fresh meats, lbs.	37,887,000	37,168,000
Lard, lbs.	7,841,000	6,235,000
		8,908,000

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending Saturday, May 22nd, 1926, on shipments sold out were as follows: Cows, common to good, 10.50@14c; steers, common to medium, 13@15c; steers, good to choice, 15.50@18.50c; and averaged 14.36c per pound.

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efficiency.
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W. H. Nancarrow, manager of the Gippsland Co-operative Bacon Curing Company, Ltd., Dandenong, Victoria, Australia, and W. Jacobs, managing director of Jacobs Brothers, Ltd., bacon curers of Mount Barker, South Australia, visited Chicago again this week on their tour of the packing centers of the United States. After their investigations it is safe to say that they are as well-posted on pork-packing methods as anyone in the industry anywhere in the world.

Porkers Day

Tues. May 25th 1926



SITTING ON THE REAR END OF
HIS BUSINESS.

Charles E. Herrick, vice president of the Brennan Packing Co. and former president of the Institute of American Meat Packers, is not here represented on the warpath for violators of the Hague rules, or anything of that kind.

It was "new members' day" at the Chicago Rotary Club, of which Charlie is president, and in his honor they named it "porkers' day" and put on a program of which this picture appeared as the frontispiece. When they got through kidding Charlie about paying 4 cents for hogs and selling the product at sky-high prices there wasn't much left to be said.

But what there was left to say Charlie said, in his usual graceful and pointed style—as pointed as the handsome silver-mounted double carving set presented to him by the 67 new members who joined during his year as president. Chicago Rotary is the mother club of this world-wide organization, and nearly 500 men were present on this occasion to do honor to the retiring president.

In the old days when they needed a toastmaster for some particularly impor-

tant occasion they sent out a hurry call for L. Harry Freeman. The reputation Harry acquired then has stuck with him ever since. Starting as an office boy with the old and famous firm of Boyd, Lunham & Co., he worked his way up to become an executive in the company, a position he held up to the time of the absorption of the concern by Swift & Company. Now Mr. Freeman has taken an executive position with Rumsey & Co., Chicago, one of the oldest and best known provision, grain and cotton oil brokerage houses in the country. But before starting to "clean 'em up" Harry is planning to spend the heated term at his summer home on the old island of Nantucket, off the coast of Massachusetts.



PACKERS' RATE REPARATIONS.

Following the decision of the Interstate Commerce Commission rendered in December, 1925, granting a rate reduction of 8c per 100 lbs. on fresh meats shipped from Western points to points East, claims have been filed by a number of packers for reparations on shipments made during the past two years. The claimants include Armour and Company, Swift & Company and interior Iowa packers against railroads east of the Mississippi River on shipments made from Chicago and Indianapolis and points west of the river to destinations east of the Buffalo-Pittsburgh line. The claims aggregate large sums.

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

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ABATTOIR PACKING AND COLD STORAGE PLANTS
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Good Business

A Corner Conducted by John W. Hall.

SERVICE.

What a flock of sins have been committed in your name!

We are sometimes inclined to believe that the word "Service" is prostituted as much as the term "Friendship," and that remark almost sounds like hyperbole.

However, one hears it on all sides. All sorts of concerns are shouting, "Service—our watchword is Service," when really it is very often an empty and idle cry, with nothing behind it but a desire to entice the prospective client or customer into doing business.

It's arrived at the point where a man or a concern, truly anxious and capable of being helpful to a client, is more than a little chary of using the expression. It has been abused so much that constant reiteration might possibly engender "suspicion of motive" in the minds of customers and potential clients. It is altogether deplorable that such a condition exists.

Real, honest-to-goodness, efficient Service is about the best foundation upon which to build any business. It is the keystone of the social structure and of civilization. It epitomizes the only un-

selfish devotion in all the world—Mother love.

So, when we preach "Service" to our customers, we'd better be mighty certain that we fulfill our promise, as otherwise our preaching is liable to act like a boom-erang loaded at both ends and in the middle with T. N. T.—E. H. PHEE.

PACKER SALES VETERAN DIES.

L. K. Baldwin, well known in the packinghouse sales field, died at his home in West Alexander, Pa., on May 12 after an illness of several months. Death was caused by pneumonia followed by complications. He was in his 45th year, and as branch house manager for Swift & Company at Pittsburgh, Wheeling, Philadelphia and elsewhere he acquired a wide circle of acquaintances and friends.

Mr. Baldwin was born in Glens Falls, N. Y., and after finishing public school entered Cornell University, later going to Leland Stanford University, Palo Alto, Cal., for special study. While a young man he entered the employ of Swift & Company, New York, working in various departments in different cities until he finally became manager of a branch house. He later entered business for himself as a wholesale distributor of packinghouse products.

He was a Mason and Shriner of the Newark district. He leaves his widow, Mrs. Gladys Trumbull Baldwin, one daughter, Patricia, and a son, LeRoy K., Jr.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 17.....	21,223	3,215	35,939	15,884
Tues., May 18.....	9,602	3,780	16,892	8,868
Wed., May 19.....	8,560	1,657	11,071	6,761
Thurs., May 20.....	9,706	5,127	21,331	8,161
Fri., May 21.....	2,053	1,649	18,392	7,090
Sat., May 22.....	204	890	4,432	6,004
Totals last week.....	51,357	16,268	107,877	52,738
Previous week.....	57,815	15,178	106,703	76,926
Year ago.....	53,960	21,263	115,320	77,289
Two years ago.....	65,495	21,518	104,753	40,204

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 17.....	5,259	58	8,004	3,437
Tues., May 18.....	3,375	....	6,025	2,262
Wed., May 19.....	3,457	11	2,834	2,535
Thurs., May 20.....	2,409	....	5,333	690
Fri., May 21.....	1,296	9	4,457	2,705
Sat., May 22.....	....	....	583	559
Totals last week.....	15,796	78	27,266	12,188
Previous week.....	16,982	506	24,204	12,572
Year ago.....	15,098	180	42,838	13,751
Two years ago.....	18,707	121	36,590	6,008

Receipts at Chicago Stock Yards thus far this year to May 22, with comparative totals:

	1926.	1925.
Cattle.....	1,179,319	1,132,658
Calves.....	318,164	384,531
Hogs.....	3,034,088	3,724,331
Sheep.....	1,639,004	1,645,978

Combined weekly hog receipts at eleven markets for week ending May 22, with comparisons:

	Week.	Year to date.
Week ending May 22.....	448,000	11,068,000
Previous week.....	454,000	.....
1925.....	532,000	12,830,000
1924.....	693,000	16,738,000
1923.....	706,000	15,778,000
1922.....	630,000	11,028,000

Combined receipts at seven markets for the week ending May 22, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending May 22.....	174,000	898,000	135,000
Previous week.....	171,000	885,000	174,000
1925.....	174,000	440,000	171,000
1924.....	219,000	668,000	132,000
1923.....	201,000	582,000	183,000
1922.....	174,000	517,000	158,000

Combined receipts at seven points for 1926 to May 22, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	3,809,000	9,543,000	4,068,000
1925.....	3,637,000	11,807,000	3,919,000
1924.....	3,768,000	13,381,000	3,728,000
1923.....	3,760,000	13,115,000	4,060,000
1922.....	3,475,000	9,506,000	3,068,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number received.	Weight lbs.	Prices—Top.	Average.
*This week.....	108,400	249	\$14.75	\$13.80
Previous week.....	106,703	253	14.40	13.35
1925.....	115,320	238	13.00	12.35
1924.....	165,753	236	7.75	7.50
1923.....	179,023	237	7.75	7.35
1922.....	165,198	240	11.00	10.50
1921.....	168,560	239	8.85	8.15
Av. 1921-1925.....	159,000	238	\$ 9.65	\$ 9.15

*Receipts and average weights for week ending May 22, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending May 22.....	\$ 9.25	\$13.80	\$ 7.15	\$14.75
Previous week.....	9.35	13.35	7.50	14.40
1925.....	10.00	12.35	7.10	12.65
1924.....	9.50	7.50	7.50	14.80
1923.....	9.85	7.35	7.10	14.05
1922.....	8.35	10.50	7.35	12.60
1921.....	8.10	8.15	4.20	11.30
Av. 1921-1925.....	\$ 9.15	\$ 9.15	\$ 6.05	\$13.10

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending May 22.....	35,700	80,700	41,900
Previous week.....	40,880	82,499	64,354
1925.....	37,862	72,482	63,488
1924.....	46,728	129,123	34,106
1923.....	45,821	147,040	55,522

*Saturday, May 22, estimated.

Chicago packers' hog slaughters for the week ending May 22, 1926:

Armour & Co.....	9,800
Anglo-American.....	2,200
Swift & Co.....	6,900
Hammond & Co.....	3,400
Morris & Co.....	4,000
Wilson & Co.....	8,200
Boyd-Lanham.....	3,400
Western Pkg. Co.....	7,000
Roberts & Oak.....	7,000
Miller & Hart.....	3,300
Independent Pkg. Co.....	4,600
Brennan Pkg. Co.....	5,800
Agar Pkg. Co.....	2,000
Others.....	18,200
Total.....	82,400
Previous week.....	84,700
1925.....	81,100
1924.....	154,500
1923.....	156,100

(For Chicago livestock prices see page 41.)



FAMOUS ENGLISHMAN VISITS A CHICAGO PACKING PLANT.

After delivering one of the chief addresses at the convention of the United States Chamber of Commerce in Washington recently, Sir Josiah Stamp, famous British economist, came on to Chicago, accompanied by Lady Stamp. Here they spent some time looking over the city and its industries, and paid a visit to Chicago's famous Packingtown.

This picture shows them being escorted through the Swift & Company plant by vice-president Alden B. Swift and Mrs. Swift. Left to right: Mr. Swift, Mrs. Swift, Lady Stamp, and Sir Josiah Stamp.

Sir Josiah took a number of pictures with his pocket camera, and was "snapping" the photographer when this picture was taken.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Cash Trading, Thursday,
May 27, 1926.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@27
10-12 lbs. avg.	@26½
12-14 lbs. avg.	@26½
14-16 lbs. avg.	@26½
16-18 lbs. avg.	@25½
18-20 lbs. avg.	@25½
Skinned Hams—	
14-16 lbs. avg.	@27½
16-18 lbs. avg.	@27½
18-20 lbs. avg.	@26½
20-22 lbs. avg.	@25½
22-24 lbs. avg.	@24½
24-26 lbs. avg.	@24
26-30 lbs. avg.	@23½

Pienfies—	
4-6 lbs. avg.	@18½
6-8 lbs. avg.	@17½
8-10 lbs. avg.	@16½
10-12 lbs. avg.	@16
12-14 lbs. avg.	@15½
Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@30½
8-10 lbs. avg.	@29
10-12 lbs. avg.	@25½
12-14 lbs. avg.	@23
14-16 lbs. avg.	@21½

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@27½
10-12 lbs. avg.	@27½
12-14 lbs. avg.	@26
14-16 lbs. avg.	@25½
16-18 lbs. avg.	@25½
18-20 lbs. avg.	@25½

Boiling Hams—(house run)	
16-18 lbs. avg.	@26
18-20 lbs. avg.	@26
20-22 lbs. avg.	@26

Skinned Hams—	
14-16 lbs. avg.	@28
16-18 lbs. avg.	@27½
18-20 lbs. avg.	@27½
20-22 lbs. avg.	@26½
22-24 lbs. avg.	@25½
24-26 lbs. avg.	@25
26-30 lbs. avg.	@24½

Pienfies—	
4-6 lbs. avg.	@18½
6-8 lbs. avg.	@17½
8-10 lbs. avg.	@16½
10-12 lbs. avg.	@15½
12-14 lbs. avg.	@15½

Bellies—(square cut and seedless)	
6-8 lbs. avg.	@30½
8-10 lbs. avg.	@29
10-12 lbs. avg.	@25½
12-14 lbs. avg.	@23
14-16 lbs. avg.	@21½

Dry Salt Meats.

Extra short clears, 35/45	@17½
Extra short ribs, 35/45	@17½
Regular plates, 6-8	@14½
Clear plates, 4-6	@12½
Jowl butts	@12½

Fat Backs—	
8-10 lbs. avg.	@13
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13½
14-16 lbs. avg.	@13½
16-18 lbs. avg.	@14
18-20 lbs. avg.	@14½
20-25 lbs. avg.	@14½

Clear Bellies—	
14-16 lbs. avg.	@19½
16-18 lbs. avg.	@19½
18-20 lbs. avg.	@19
20-25 lbs. avg.	@18½
25-30 lbs. avg.	@18½
30-35 lbs. avg.	@18
35-40 lbs. avg.	@17½
40-50 lbs. avg.	@17½

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 22, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.60	15.62½	15.60	15.62½
July	15.65	15.80	15.65	15.75
Sept.	15.90	16.00	15.87½	15.97½
CLEAR BELLIES—				
May				18.02½
July	18.10	18.20	18.10	18.12½
SHORT RIBS—				
May				17.12½
July				17.12½

MONDAY, MAY 24, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.62½	15.62½	15.60	15.60ax
July	15.65	15.77½	15.65	15.67½ax
Sept.	15.87½	15.97½	15.87½	15.90
Oct.	15.87½	15.95	15.85	15.85
CLEAR BELLIES—				
May				18.02½n
July	18.10	18.12½	18.10	15.67½ax
Sept.				18.35n
SHORT RIBS—				
May				17.15n
July	17.15	17.15	17.15	17.15
Sept.				17.12½b

TUESDAY, MAY 25, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.65	15.67½	15.65	15.67½
July	15.62½	15.80	15.62½	15.75ax
Sept.	15.85-87½	16.00-02½	15.85	15.95ax
Oct.	15.92½	15.97½	15.90	15.90
CLEAR BELLIES—				
May				18.05n
July	18.15	18.15	18.15	18.15ax
Sept.				18.37½n
SHORT RIBS—				
May				17.17½n
July				17.17½n
Sept.				17.15b

WEDNESDAY, MAY 26, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.65	15.80	15.65	15.77½
July	15.75	15.85	15.72½	15.85ax
Sept.	15.90	16.05	15.90	16.05ax
Oct.	15.85	16.02½	15.85	16.02½b
CLEAR BELLIES—				
May				18.25n
July	18.15	18.35	18.15	18.35
Sept.	18.30	18.50	18.30	18.50
SHORT RIBS—				
May				17.30n
July				17.30n
Sept.				17.30n

THURSDAY, MAY 27, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.70	15.70	15.62½	15.62½
July	15.80	15.80	15.72½	15.72½ax
Sept.	16.05-00	16.05	15.92½	15.92½
Oct.	15.92½	15.92½	15.90	15.90ax
CLEAR BELLIES—				
May				18.25n
July				18.35ax
Sept.				18.50ax
SHORT RIBS—				
May				17.30n
July				17.30n
Sept.				17.30n

FRIDAY, MAY 28, 1926.

	Open.	High.	Low.	Close.
LARD—				
May	15.62½	15.75	15.57½	15.75b
July	15.65	15.85	15.65	15.82½b
Sept.	15.87½	16.02½-05	15.87½	16.00-02½
Oct.	15.80-82½	16.00	15.80	16.00
CLEAR BELLIES—				
May				18.27½n
July	18.35	18.37½	18.25	18.37½b
Sept.	18.40	18.57½	18.40	18.57½
SHORT RIBS—				
May				17.35n
July	17.15	17.35	17.15	17.35ax
Sept.	17.30	17.30	17.30	17.30

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 29, 1926, with comparisons, were as follows:

	Week ending May 27.	Prev. week.	Cor. week, 1925.
Airmour & Co.	5,937	3,541	5,033
Anglo-Amer. Proc. Co.	3,780	1,237	1,608
Swift & Co.	8,972	5,850	5,181
C. H. Hammond Co.	3,557	2,545	2,312
Morris & Co.	6,572	2,016	4,328
Wilson & Co.	8,046	4,703	6,972
Boyd-Lunham Co.	4,090	2,680	6,732
Western Pkg. & Prov. Co.	8,430	8,563	8,000
Roberts & Oakie	5,875	3,374	7,357
Miller & Hart	5,434	2,045	3,418
Independent Packing Co.	5,170	5,062	6,124
Brennan Packing Co.	6,125	5,450	6,439
Agar Packing Co.	1,950	1,810	1,368
Total	73,938	67,224	66,732

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1	No. 2	No. 3.
Rib roast, heavy end.	25	22	12
Rib roast, light end.	36	28	20
Chuck roast	26	20	14
Steaks, round	45	35	20
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	50	21
Legs	40	28
Stews	16	10
Chops, shoulder	24	10
Chops, ribs and loin	60	

Mutton.

Legs	26	
Stew	10	
Shoulders	16	
Chops, rib and loin	35	

Pork.

Loins, whole, 8@10 avg.	34	@36
Loins, whole, 10@12 avg.	32	@34
Loins, whole, 12@14 avg.	30	@32
Loins, whole, 14 and over.	28	@30
Chops	34	@40
Shoulders	25	@25
Butts	25	@30
Spareribs	25	@25
Hocks	24	@14
Leaf lard, unrendered		@14

Veal.

Hindquarters	28	@38
Forequarters	18	@24
Legs	24	@35
Breasts	14	@18
Shoulders	12	@24
Cutlets	12	@40
Rib and loin chops		@40

Butchers' Offal

Suet	@6
Shop fat	@3
Bones, per 100 lbs.	@50
Calf skins	@15
Kips	@13
Deacons	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1. c. l. Chicago	9%	
Double refined saltpetre, gran., 1. c. l.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8½
Crystal to powdered, in bbls., in 5-ton lots or more	9½	9½
In bbls. in less than 5-ton lots	9½	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5½	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$ 7.40
bulk		
Medium, car lots, per ton, f.o.b. Chicago		9.10
bulk		
Rock, car lots, per ton, f. o. b. Chicago		8.30
Sugar—		
Raw sugar, 96 basis		@4.45
Second sugar, 90 basis		@4.00
Syrup, testing 63 and 65 combined sucrose and invert.		@31
Standard granulated f.o.b. refiners (2%)		@8.50
Plantation granulated f.o.b. New Orleans less (2%)		None

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending May 29.	Cor. week, 1925.
Prime native steers.....	17 @19	18 @19
Good native steers.....	15 @17	17 @18
Medium steers.....	13 @16	14 @16
Hefers, good.....	13 @18	13 @18
Cows.....	10 @14	8 @13
Hind quarters, choice.....	24 @24	25 @25
Fore quarters, choice.....	15 @15	14 @14

Beef Cuts.

Steer Loins, No. 1.....	30 @30	31 @31
Steer Loins, No. 2.....	28 @28	29 @29
Steer Short Loins, No. 1.....	30 @30	31 @31
Steer Short Loins, No. 2.....	28 @28	29 @29
Steer Loin Ends (hips).....	23 @23	24 @24
Steer Loin Ends, No. 2.....	22 @22	23 @23
Cow Loins.....	24 @24	25 @25
Cow Short Loins.....	20 @20	21 @21
Cow Loin Ends (hips).....	17 @17	18 @18
Steer Ribs, No. 1.....	20 @20	21 @21
Steer Ribs, No. 2.....	20 @20	21 @21
Cow Ribs, No. 1.....	16 @16	17 @17
Cow Ribs, No. 2.....	16 @16	17 @17
Cow Ribs, No. 3.....	12 @12	13 @13
Steer Rounds, No. 1.....	16 1/2 @16 1/2	17 @17
Steer Rounds, No. 2.....	16 @16	17 @17
Steer Chucks, No. 1.....	12 @12	13 @13
Steer Chucks, No. 2.....	11 1/2 @11 1/2	12 @12
Cow Rounds.....	15 1/2 @15 1/2	16 @16
Cow Chucks.....	11 @11	12 @12
Steer Plates.....	11 1/2 @11 1/2	12 @12
Medium Plates.....	11 1/2 @11 1/2	12 @12
Briskets, No. 1.....	17 @17	18 @18
Briskets, No. 2.....	13 @13	14 @14
Steer Navel Ends.....	9 @9	10 @10
Cow Navel Ends.....	9 @9	10 @10
Fore Shanks.....	8 @8	9 @9
Hind Shanks.....	8 @8	9 @9
Holls.....	20 @20	21 @21
Strip Loins, No. 1, boneless.....	50 @50	51 @51
Strip Loins, No. 2.....	45 @45	46 @46
Strip Loins, No. 3.....	35 @35	36 @36
Sirloin Butts, No. 1.....	50 @50	51 @51
Sirloin Butts, No. 2.....	25 @25	26 @26
Sirloin Butts, No. 3.....	15 @15	16 @16
Beef Tenderloins, No. 1.....	75 @75	76 @76
Beef Tenderloins, No. 2.....	65 @65	66 @66
Hump Butts.....	17 @17	18 @18
Flank Steaks.....	14 @14	15 @15
Shoulder Clods.....	15 @15	16 @16
Hanging Tenderloins.....	10 @10	11 @11

Beef Products.

Brains (per lb.).....	13 @14	8 1/2 @ 9 1/2
Hearts.....	29 @29	30 @30
Tongues.....	29 @29	30 @30
Sweetbreads.....	5 @5	6 @6
Ox-Tail, per lb.....	9 @9	10 @10
Fresh Tripe, plain.....	6 @6	7 @7
Fresh Tripe, H. C.....	10 @10	11 @11
Livers.....	10 @10	11 @11
Kidneys, per lb.....	10 @10	11 @11

Veal.

Choice Carcass.....	20 @22	17 @18
Good Carcass.....	16 @19	12 @16
Good Saddle.....	20 @20	17 @17
Good Backs.....	12 @15	6 @12
Medium Backs.....	11 @12	6 @6

Veal Products.

Brains, each.....	14 1/2 @15 1/2	10 @11
Sweetbreads.....	45 @60	55 @60
Calf Livers.....	38 @38	34 @35

Lamb.

Choice Lamb.....	34 @34	28 @28
Medium Lamb.....	32 @32	26 @26
Choice Saddle.....	32 @32	26 @26
Medium Saddle.....	28 @28	22 @22
Choice Fore.....	25 @25	20 @20
Medium Fore.....	23 @23	18 @18
Lamb Fries, per lb.....	32 @32	26 @26
Lamb Tongues, each.....	13 @13	10 @10
Lamb Kidneys, per lb.....	25 @25	20 @20

Mutton.

Heavy Sheep.....	12 @12	13 @13
Light Sheep.....	16 @16	17 @17
Heavy Saddle.....	16 @16	17 @17
Light Saddle.....	16 @16	17 @17
Heavy Fore.....	10 @10	11 @11
Light Fore.....	13 @13	14 @14
Mutton Legs.....	22 @22	23 @23
Mutton Loins.....	20 @20	21 @21
Mutton Stew.....	12 @12	13 @13
Sheep Tongues.....	13 @13	14 @14
Sheep Heads, each.....	10 @10	11 @11

Fresh Pork, Etc.

Dressed Hogs.....	25 @25	18 @18
Pork Loins, 8 @10 lbs. avg.....	30 @31	25 @25
Hams.....	30 @30	22 @22
Belies.....	26 @26	20 @20
Cans.....	18 1/2 @18 1/2	15 @15
Skinned Shoulders.....	10 1/2 @10 1/2	8 @8
Tenderloins.....	60 @60	55 @55
Spare Ribs.....	15 @15	12 @12
Leaf Lard.....	15 @15	12 @12
Back Fat.....	15 @15	12 @12
Butts.....	25 @25	20 @20
Hocks.....	15 @15	12 @12
Tails.....	10 @10	8 @8
Neck Bones.....	5 @5	4 @4
Tail Bones.....	12 @12	10 @10
Slip Bones.....	9 @9	7 @7
Blade Bones.....	15 @15	12 @12
Pigs Feet.....	8 @8	6 @6
Kidneys, per lb.....	10 @10	8 @8
Livers.....	5 @5	4 @4
Brains.....	17 1/2 @17 1/2	14 @14
Ears.....	8 @8	6 @6
Snouts.....	9 @9	7 @7
Heads.....	10 @10	8 @8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	29 @29
Country style sausage, fresh in link.....	21 @21
Country style sausage, fresh in bulk.....	19 @19
Country style sausage, smoked.....	25 @25
Mixed sausage, fresh.....	18 @18
Frankfurts in pork casings.....	20 @20
Frankfurts in sheep casings.....	22 @22
Bologna in beef middles, choice.....	19 @19
Bologna in cloth, paraffined, choice.....	19 @19
Liver sausage in hog bungs.....	23 @23
Liver sausage in beef rounds.....	14 @14
Head cheese.....	16 @16
New England luncheon specialty.....	28 @28
Liberty luncheon specialty.....	22 @22
Mince luncheon specialty.....	18 @18
Tongue sausage.....	25 @25
Polish sausage.....	19 @19
Souse.....	18 @18

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	53 @53
Cervelat, new condition, in hog bungs.....	23 @23
Cervelat, new condition, in beef middles.....	26 @26
Thuringer Cervelat.....	32 @32
Farmer.....	30 @30
Holsteiner.....	30 @30
B. C. Salami, choice, in hog bungs.....	51 @51
B. C. Salami, new condition.....	26 @26
Prisces, choice, in hog middles.....	44 @44
Genoa style Salami.....	46 @46
Pepperoni.....	42 @42
Mortadella, new condition.....	26 @26
Capicoll.....	55 @55
Italian style hams.....	45 @45
Virginia style hams.....	47 @47

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	13 1/2 @13 1/2
Special lean pork trimmings.....	21 1/2 @21 1/2
Extra lean pork trimmings.....	23 1/2 @23 1/2
Neck bone trimmings.....	17 @17
Pork cheek meat.....	13 1/2 @14
Pork hearts.....	8 1/2 @9
Boneless hocks, bull meat (heavy).....	12 @12 1/2
Boneless hocks.....	8 1/2 @9
Shank meat.....	11 @11 1/2
No. 1 beef trimmings.....	10 1/2 @11
Beef hearts.....	9 1/2 @10
Beef cheeks, trimmed.....	10 1/2 @11
Dr. canner cows, 300 lbs. and up.....	8 1/2 @9
Dr. cutters, 400 lbs. and up.....	9 1/2 @10
Dr. bologna bulls, 500-700 lbs.....	9 1/2 @10
Beef tripe.....	4 1/2 @5
Cured pork tongues (can. trim.).....	17 @17 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	29 @29
Beef rounds, domestic, 140 sets per tierce, per set.....	32 @32
Beef rounds, export, 225 sets per tierce, per set.....	31 @31
Beef middles, 110 sets per tierce, per set.....	1.50 @1.50
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	22 @22
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	15 @15
Beef wensands, No. 1, per piece.....	12 @12
Beef wensands, No. 2, per piece.....	6 @6
Beef bladders, small, per dozen.....	1.45 @1.45
Beef bladders, medium, per dozen.....	2.00 @2.00
Beef bladders, large, per doz.....	2.25 @2.25
Hog casings, medium, per lb. 100 yds.....	3.00 @3.00
Hog casings, narrow, per lb. f. o. b.....	17 @17
Hog middles, without cap, per set.....	20 @20
Hog bungs, export.....	13 @13
Hog bungs, large prime.....	26 @26
Hog bungs, medium.....	20 @20
Hog bungs, small prime.....	13 @13
Hog bungs, narrow.....	11 @11
Hog stomachs, per piece.....	8 @8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00 @14.00
Honeycomb tripe, 200-lb. bbl.....	16.00 @16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00 @18.00
Pork feet, 200-lb. bbl.....	17.50 @17.50
Pork tongues, 200-lb. bbl.....	63.00 @63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00 @42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00 @51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	38.50 @38.50
Family back pork, 20 to 34 pieces.....	40.00 @40.00
Family back pork, 35 to 40 pieces.....	41.00 @41.00
Clear back pork, 40 to 50 pieces.....	30.50 @30.50
Clear plate pork, 25 to 35 pieces.....	27.50 @27.50
Clear plate pork, 35 to 45 pieces.....	26.50 @26.50
Brisket pork.....	32.00 @32.00
Bean pork.....	35.50 @35.50
Plate beef.....	25.50 @25.50
Extra plate beef, 200-lb. bbls.....	27.00 @27.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.80 @1.85
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	35.15 @35.15
Red oak lard tierces.....	2.27 1/2 @2.30
White oak lard tierces.....	2.47 1/2 @2.52 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	24 @24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	19 1/2 @19 1/2
Not margarine, 1 lb. cartons, f.o.b. Chicago, (30 and 50 lb. solid packed tubs, 1c per lb. less.).....	21 @21

Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....

DRY SALT MEATS.

Extra short clears.....	17 1/2 @17 1/2
Extra short ribs.....	17 1/2 @17 1/2
Short clear middles, 60-lb. avg.....	18 @18
Clear bellies, 14 @16 lbs.....	19 1/2 @19 1/2
Clear bellies, 18 @20 lbs.....	18 1/2 @18 1/2
Clear bellies, 25 @30 lbs.....	18 @18
Rib bellies, 20 @25 lbs.....	18 1/2 @18 1/2
Rib bellies, 25 @30 lbs.....	18 @18
Fat backs, 10 @12 lbs.....	13 @13
Fat backs, 12 @14 lbs.....	13 1/2 @13 1/2
Fat backs, 14 @16 lbs.....	13 1/2 @13 1/2
Regular plates.....	14 1/2 @14 1/2
Butts.....	12 1/2 @12 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	32 1/2 @32 1/2
Skinless hams, fancy, 14 @18 lbs.....	33 1/2 @33 1/2
Standard regular hams, 12 @16 lbs.....	30 @30
Picnics, 6 @8 lbs.....	22 @22
Standard bacon, 4 @8 lbs.....	40 @40
Standard bacon, 10 @12 lbs.....	28 1/2 @28 1/2
Standard bacon, 12 @14 lbs.....	29 @29
Standard bacon strips, 6 @7 lbs.....	28 1/2 @28 1/2
Cooked hams, choice, skin on, surplus fat off.....	47 @47
Cooked hams, choice, skinned, surplus fat off.....	46 @46
Cooked hams, choice, skinned, surplus fat off.....	50 @50
Cooked picnics, skin on; surplus fat off.....	28 @28
Cooked picnics, skinned; surplus fat off.....	29 @29
Cooked loin roll, smoked.....	54 @54

ANIMAL OILS.

Prime lard oil.....	17 1/2 @17 1/2
Extra winter strained.....	14 1/2 @14 1/2
Extra lard oil.....	12 1/2 @12 1/2
Extra No. 1 lard.....	11 1/2 @11 1/2
No. 1 lard oil.....	11 1/2 @11 1/2
No. 2 lard oil.....	11 @11
Pure neatfoot oil.....	15 1/2 @15 1/2
Extra neatfoot oil.....	11 1/2 @11 1/2
No. 1 neatfoot oil.....	11 1/2 @11 1/2
Acidless tallow oil.....	11 @11

LARD (Unrefined).

Prime, steam, cash tierces.....	15.77 @15.77
Prime, steam, loose.....	14.95 @14.95
Leaf raw.....	14.50 @14.50
Neutral lard.....	17.37 @17.37

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	15.75 @15.75
Pure lard, tierces.....	16.25 @16.25
Compound.....	15.75 @15.75

OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 @13 1/2
Oleo stock.....	13 @13 1/2
Prime No. 1 oleo oil.....	12 1/2 @12 1/2
Prime No. 2 oleo oil.....	12 @12
No. 3 oleo oil.....	11 1/2 @11 1/2
Prime oleo stearine, edible; nominal.....	11 @11

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	10 @10 1/2
Prime packers, tallow.....	8 1/2 @9
No. 1 tallow, basis 10% f.f.a., 42 titre.....	8 1/2 @8 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	7 1/2 @7 1/2
Choice white grease, max. 4% acid, loose.....	10 1/2 @10 1/2
Chicago.....	8 1/2 @8 1/2
B-White grease, max. 5% acid.....	8 1/2 @8 1/2
Yellow grease, 12-15 f.f.a.....	8 1/2 @8 1/2
Brown grease, 40 f.f.a.....	7 1/2 @7 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val-ley points.....	13 @13 1/2
White, deodorized, in bbls., c.a.f. Chicago.....	16 @16
Yellow, deodorized, in bbls.....	15 1/2 @15 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	2 @2 1/2
Corn oil in tanks, f.o.b. mills.....	13 @13
Soya bean oil, seller's tanks, f.o.b. coast.....	10 1/2 @10 1/2
Cocconut oil, seller's tanks, f.o.b. coast.....	9 @9
Refined in bbls., c.a.f. Chicago, nom.....	13 1/2 @13 1/2

FERTILIZERS.

Blood, unground and ground.....	\$ 3.05 @ 3.85
Hoofmeal.....	3.25 @ 3.50
Ground tankage, 10 to 12%.....	3.40 @ 3.25
Ground tankage, 6 to 9%.....	2.90 @ 3.00
Crushed and unground tankage.....	2.05 @ 2.90
Ground raw bone per ton.....	29.00 @ 32.00
Ground steam bone per ton.....	27.00 @ 30.00
Unground steam bone per ton.....	24.00 @ 26.00
Unground bone tankage per ton.....	18.00 @ 19.00

Retail Section

Helps for Meat Retailer Points He Should Remember Told Him by Trade Experts

An example of packer-retailer co-operation, in the encouragement of improved practices in retailing meats was given in the enthusiastic meeting of retail meat dealers held at the Wm. Schludberg-T. J. Kurdle plant, Baltimore, Md., on the evening of May 19.

William H. Funk, president of the Independent Retail Grocers of Baltimore, called the meeting to order and introduced W. F. Schludberg, the host of the evening.

Mr. Schludberg called attention to the close relationship that must exist between the packer and the retailer, the success of the packer being dependent in large measure on the success of the retailer. He said he believed that there never has been a better time for the retailer to "cash in" on his personality and ability than that offered at present by the meat counter.

The retail meat business is just as good and offers just as many opportunities as other businesses, but it requires the same qualifications needed in other lines to take advantage of present day opportunities. He also emphasized the fact that any business will become stagnant if it does not use progressive methods, intelligent direction, and honest and vigorous application.

Responsibility of the Retailer.

Walter C. Davis, marketing specialist of the U. S. Department of Agriculture, was introduced as the speaker of the evening. Close attention was given by the retailers to his address on "The Retail Meat Dealers' Individual Responsibility."

In the course of his talk Mr. Davis called attention to the radical changes in the methods of operating retail markets which have taken place in the past ten or twenty years, with the development of much wholesome and some unwholesome competition.

"For the sake of self-preservation, the retail meat dealer of today must recognize the futility of trying to operate according to methods and principles laid down by his predecessors," Mr. Davis said. "The statement 'My father did this for forty years,' so frequently offered as an apology by some retailers, can not apply to present-day needs. Don't fool yourself in thinking that because your father succeeded more or less in his day under almost wholly different conditions, that you are secure in the business inherited from him."

Must Be a Real Merchant.

The successful retail meat dealer of today is a merchant of high order, and opportunities for those possessing initiative, salesmanship and ability have been multiplied.

Touching on the competition offered the individual retail meat dealer by the chain

store of cash-and-carry system, Mr. Davis said:

"Despite the trend in recent years toward large scale operations in retail meat distribution, the advantages which accrue to such operations are practically no greater than that which is possessed by individual operators who know the business. Success is not due to size, number of units or large capital employed. It is due more particularly to the qualifications and practical knowledge of the management. The man who knows has no cause to worry. The probabilities of his success are just as favorable as are those of the larger operator."

Attention was called to the handicap to the industry furnished by the misfits and incompetents, who are just as much of a drag on the industry as is the unscrupulous dealer in his way. The way to reduce the number of incompetents in the business "is a problem which concerns all practical operators."

Cut Out the Guess Work.

The necessity of eliminating guesses of every nature was pointed out. The business is intricate and net returns are dependent upon the ability of the retailer to adjust prices to demand, made possible by a constant knowledge of the yields of all cuts. The individual retailer's selling prices can not be based on advertised prices of a competitor, but on the frequent cutting tests made in his own market.

Realizing that many retailers might differ with him in his belief that the retailer himself is responsible for much

of the disproportionate demand for certain cuts of meat and the lack of demand for others, Mr. Davis said that most of the dissatisfaction among retailers from this cause is directly chargeable to a lack of salesmanship and merchandising ability in retail markets. He said there was overwhelming evidence that the disproportionate demand for certain cuts can be controlled effectively through efficient selling methods.

The retailer is too likely to get in a rut if he is not faced with progressive competition to keep him "on the job" all the time.

More Needs of the Retailer.

The necessity of the retail meat dealer having the confidence of the buying public was emphasized, as well as the part the retailer must play in securing and retaining this confidence.

The importance of coordinated effort on the part of all retailers in a given section was stressed, "as the day of individual effort without regard to the rights of others has become a thing of the past." For the sake of self-preservation the retailer must drop his mantle of secrecy and self-promotion and embrace the broader principles on which modern day business is founded. "You must cooperate. You can not hope to progress without it."

The importance of sanitation, refrigeration, the keeping of accounts, a generally higher standard of efficiency and frequency of turnover were discussed in considerable detail, and the important part each plays in a successful business pointed out.

"The importance of the individual retailer in the scheme of meat distribution must not be minimized," Mr. Davis said. "The industry as a whole needs your best efforts and individually you need the advice and counsel of the thinkers connected with the business. Confer with your fellow retailers in a constructive fashion, unite with them to rid the industry of all undermining influences, make 'absolutely correct representations' of the product you sell your constant watchword. In a word, build your business on confidence, and watch your troubles disappear."

Value of Retail Organization.

In closing the meeting, William Eitemiller, treasurer of the Independent Retail Grocers of Baltimore, emphasized the necessity of organization among independent dealers, without which he believed they were most seriously handicapped.

Luncheon was served to the guests and music was provided for the occasion. The salesmen of the Wm. Schludberg-T. J. Kurdle Company then escorted the visitors through the plant, showing them the modern facilities provided for the handling of the company's products.

Some 800 persons were in attendance. Through the courtesy of the Independent Retail Grocers of Baltimore all retail dealers in Baltimore, whether they belonged to the association or not, were invited to attend.

The Wm. Schludberg-T. J. Kurdle Company has been especially active in the training of its salesmen in modern methods and in extending its program to the retailers in its territory. The example set by this company might well be duplicated by every company interested in promoting a better understanding and closer relations between the packer and the retailer in the effort to make a better and more profitable industry.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprints on "Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.

Meet the Meat Man

Here's where he tells you things that will help you to make more money.

Another Good Week-End Idea

By John C. Cutting, Director
Department of Retail Merchandising, Institute of American Meat Packers.

"Tis a foine window display you have, Mr. O'Toole," said Cassidy, the packer salesman, as he greeted the proprietor of O'Toole's Fancy Meat Market on the Friday before Memorial Day.

"You're right, Dennis, me boy," replied the big Tipperary hulk, pleased with his efforts. "I'm observing the spirit of Decoration Day, and those windows are nothing else but."

"Begorra, they look foine," went on Dennis. "You've got just the right idea, too, Michael."

"Those smoked shoulders over there are tempting," commented Cassidy. "And that's a clever sign you've got: 'PICK YOUR PICNICS.'"

"Shure, Dennis, I'm glad I've pleased you. Faith, an' you've been beefin' long enough about me not doin' this, and not doin' that. I just decided to do something—if for no other reason than to stop you razzin' me. An' I hope you're satisfied, Dennis."

"Bless me, Michael, you've got a heart in you like an ox. 'Tis sorry, I am, Michael, for razzin' you. But honestly, when I look back and recall how well you used to do—lots of customers, buying lots of meats, big sales—good profits—it just made me sore to see you moping aroun' lately, with the store as empty as a bathhouse in winter, and the showcases as useful as 14-cent hogs to packers. I couldn't help but want to make you wake up, an' —"

"Shure, now, Dennis, that's all right." O'Toole was beaming. "Say, that wasn't a bad idea—to decorate the windows for Decoration Day, was it? See that sign over there?" asked O'Toole, "that one with picnic suggestions for over the week-end?"

"They're two windows as foine as I've seen for a long time," commented Cassidy, "and I congratulate you, Michael."

"And here's another suggestion for over week-ends, Michael," continued Cassidy. "On Thursday see what the market is, and send out a mimeographed letter to all your customers with suggestions for their week-end buying. Some of the best retailers in the country are doing it. Put the letters in the mails Thursday night. That gives the customers Friday and Saturday to take advantage of your recommendations."

"'Tis a lot of bother, Dennis."

"An' it may bring you a lot of profit, Michael," Cassidy replied. "Furthermore, it not only reminds your regular customers to come to your store, but it offers suggestions to those who are undecided whether they want meat or not. A two-cent stamp once a week is about the cheapest means of bringing your store and its products to the minds of potential customers —"

"Potential," repeated O'Toole—"potential?"—shure, Dennis, and there's none of those in my neighborhood. 'Tis Harps and Germans as trade with me!"

(Some more of the adventures of Cassidy and O'Toole will appear in an early issue of THE NATIONAL PROVISIONER on this page.)

LOCAL AND PERSONAL.

A new meat market has been opened at 205 W. Erie avenue, Lorain, Ohio, by M. G. Krebs.

Percy Mullen has sold his meat market in Saranac, N. Y., to James M. Buckley.

A new meat market has been opened in Beaver Dam, Wis., by Joseph Zivney and his three sons, Frank J., Charles D., and Fred.

A new meat market has been opened in Ajo, Ariz., by Charles C. Ren.

M. T. List has opened a new meat market in Dunnigan, Calif.

The meat market of C. J. Shaw in McCool, Nebr., was recently destroyed by fire.

A new meat market has been opened in Paris, Tex., by M. S. Wall and Eliab Cooper.

H. P. Jessen has sold his meat market in West Side, Ia., to John Babcock & Son.

Charles Orth has sold his meat market in Valley City, N. D., to Brannvold and Johnson.

A new meat market has been opened in Nacogdoches, Tex., by D. S. Stauter.

James J. Underwood has sold his City Meat Market in Columbia, Tenn., to Grover C. Parks.

Edw. Bertelsmann has sold his Main Meat Market in Washington, Mo., to Malvin Frick.

James Corbin has sold his meat market in Garnett, Kans., to William King.

M. R. Goodhas sold his meat market in Lewisburg, Pa., to the Weis Pure Food Stores, Inc.

A new meat market has been opened in Maple River, Ia., by Herman J. Eilers.

Gilbert Francisco has sold his meat market in Madison, Ind., to Nicholas Schultz, Jr., and William Born.

A new meat market has been opened in Ecumclaw, Wash., by George Swift.

Ashmore and Edenfield have sold their meat market in Villisca, Ia., to C. E. Bontrager.

Chris Shineman has sold his Home Meat Market in Franklin, Nebr., to W. D. Branch and J. W. Mutchie.

Richardson & Bratz have sold their Peoples' Meat Market in Cooperstown, N. D., to Ed. D. Kempf.

Harry Bedwell has sold his City Meat Market in Telluride, Colo., to Leslie Doss.

The Lombard Quality Market has opened for business at 2246 Lombard, San Francisco, Cal.

The Palmer Market has been opened at 4040 24th street, San Francisco, Cal.

The Tip Top Market has been opened at 3004 Mission street, San Francisco, Cal.

Fred Gritman has disposed of his meat business in Moscow, Ida., to the Hagen & Cushing Packing Co.

L. M. Churchill has sold his meat business in Port Orchard, Wash., to Fred Clement.

Frank Hamlin has opened a meat market in Canyonville, Ore.

A new meat market has been opened in Enterprise, Ore., by J. P. Gillespie.

Joseph Quinn has purchased the meat market of John Strain in Warrenton, Ore.

The Greenwood Meat Market has been incorporated in Seattle, Wash., with a capital stock of \$3,000.

The Quality Market has succeeded Chris Heuman and Frank J. Lowry at 1321 Cornwall Ave., Bellingham, Wash.

A. H. Davis is engaging in the meat business in Wenatchee, Wash.

J. J. Schudel has purchased the Sidney Meat & Provision Co., Sidney, Neb., from Frank Interholinger.

W. H. Churchill has purchased the meat market in Filley, Neb., of C. E. Wallace.

Gilbert A. Sund has purchased a half interest in the Ironton Meat & Grocery Co., Ironton, Minn.

Clyde Dillon has engaged in the meat and grocery business in Great Bend, Kas.

Charles Schleier has purchased the meat market of V. A. Gerveny, Barnes, Kas.

W. O. McClanahan has purchased the City Market, Council Grove, Kas.

Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

USING LAMB LEFT-OVERS.

This recipe shows a unique and tasty way to use up left-over cold roast lamb. It will appeal to everyone who likes lamb.

Cut cold roast lamb in thin slices and reheat in sauce made by melting 2 tablespoons of butter and adding to it $\frac{3}{4}$ tablespoon of vinegar, $\frac{1}{4}$ cup current jelly, $\frac{1}{4}$ teaspoon French mustard, salt and cayenne pepper to taste.

Seeing is believing

You can profitably apply the "Cafeteria idea" to your own business. Display your meats in counters refrigerated by the "York" self-contained automatic refrigerating unit and your meats will sell themselves.



The automatic "York" requires no attention other than an occasional oiling, and once installed in your market will go a long way toward eliminating the drudgery and spoilage losses with which you probably now are handicapped.

Write for further particulars

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.



New York Section

H. A. Phillips, head of the small stock department, Armour and Company, Chicago, was a visitor to the city this week.

F. L. Herath of the auditing department of the Cudahy Packing Company, Chicago, was a visitor to the city this week.

E. J. Rosenthal, proprietor of the Reproductions Company, is at Battle Creek, Mich., where he is recuperating from a recent illness.

Louis Joseph, manager of the beef department of Wilson & Company in New York, with Mrs. Joseph spent last week in Atlantic City.

W. J. MacCormack, of the U. S. Trucking Company, a well-known trader in West Washington Market, sailed on the Aquitania on Wednesday morning for Europe. Mr. MacCormack was accompanied by his wife.

Among the visitors to the New York office of Wilson & Company this week were vice-president A. E. Petersen, Dr. Arthur Lowenstein, W. R. Brown of the legal department, P. Seyl and H. M. Hankins of the credit department, Chicago.

Mrs. Herman Kirschbaum, a member of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, celebrated her birthday on May 26th by attending the luncheon given by the Aux-

iliary. In the evening a dinner and theatre party with her family were enjoyed.

Albert Jordan, of the Albert Jordan Company, New York, sailed on the North German Lloyd SS. Columbus on Monday for a business trip abroad. Mr. Jordan will spend most of his time at Esslingen, Germany, with Paul F. Dick, for whose products he is the sole representative in the United States. Mr. Jordan will probably remain abroad for about two months.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 22, 1926: Meat.—Manhattan, 28 lbs.; Brooklyn, 800 lbs.; Bronx, 23 lbs.; Richmond, 900 lbs.; total, 1,751 lbs. Fish.—Manhattan, 17 lbs.; Brooklyn, 51 lbs.; total, 68 lbs. Poultry and Game.—Manhattan, 21 lbs.; Bronx, 9 lbs.; total, 30 lbs.

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending May 22, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,567	10,532	7,297	26,150
New York	1,121	4,414	14,198	513
Central Union	3,744	1,332	130	11,744
Total	8,462	16,278	21,625	38,387
Previous week	9,302	20,001	21,075	38,780
Two weeks ago	8,631	17,294	22,600	39,230

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 27, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEEPS (Hvy. Wt., 700 lbs. up):				
Choice	\$15.00@16.00	\$15.50@16.00	\$16.00@17.50	.....
Good	14.00@15.00	14.50@15.50	15.00@16.50	15.00@15.50
STEEPS (Lt. & Med. Wt., 700 lbs. down):				
Choice	16.00@17.00	.....	16.50@18.00	17.00@17.50
Good	14.00@16.00	.....	15.00@16.50	15.00@16.50
STEEPS (All Weights):				
Medium	13.00@14.00	13.00@14.50	13.50@15.00	14.00@15.00
Common	12.00@13.00	12.00@13.00	12.00@13.50	12.00@13.50
COWS:				
Good	13.00@14.00	12.50@13.00	13.00@14.00	13.50@14.50
Medium	11.50@13.00	11.50@12.50	12.50@13.00	12.00@13.00
Common	10.50@11.50	11.00@11.50	11.50@12.00	11.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	21.00@23.00	.....	21.00@23.00	22.00@23.00
Good	19.00@21.00	.....	18.00@21.00	20.00@21.00
Medium	16.00@18.00	17.00@18.00	16.00@18.00	17.00@19.00
Common	14.00@16.00	16.00@17.00	14.00@16.00	15.00@16.00
CALF CARCASSES (2):				
Choice .....	.....	.....	.....	16.00@17.00
Good .....	.....	15.00@16.00	.....	14.00@15.00
Medium .....	.....	14.00@15.00	.....	12.00@13.00
Fresh Lamb and Mutton:				
SPRING LAMB (Gd.-Ch.)	34.00@36.00	32.00@34.00	33.00@36.00	34.00@36.00
SPRING LAMB (Medium)	31.00@33.00	30.00@32.00	30.00@33.00	30.00@32.00
SPRING LAMB (Common) .....	.....	.....	29.00@31.00	.....
LAMB (30-42 lbs.):				
Choice	32.00@33.00	31.00@32.00	.....	32.00@33.00
Good	30.00@32.00	30.00@31.00	30.00@32.00	31.00@32.00
LAMB (42-55 lbs.):				
Choice .....	.....	29.00@31.00	30.00@32.00	.....
Good .....	.....	28.00@30.00	29.00@31.00	29.00@30.00
LAMB (All Weights):				
Medium	28.00@30.00	26.00@29.00	29.00@31.00	28.00@29.00
Common	26.00@28.00	.....	.....	.....
MUTTON (Ewe):				
Good	15.00@17.00	15.00@17.00	14.00@16.00	15.00@16.00
Medium	14.00@15.00	13.00@15.00	13.00@14.00	13.00@15.00
Common	13.00@14.00	12.00@13.00	11.00@13.00	12.00@13.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	29.00@31.00	30.00@31.00	30.00@32.00	30.00@32.00
10-12 lb. av.	28.00@29.00	29.00@30.00	28.00@30.00	29.00@31.00
12-15 lb. av.	26.00@28.00	27.50@28.50	27.00@29.00	28.00@29.00
15-18 lb. av.	24.00@24.50	26.00@27.00	26.00@28.00	25.00@26.00
18-22 lb. av.	23.00@24.00	24.00@26.00	25.00@27.00	24.00@25.00
SHOULDERS:				
N. Y. Style: Skinned.	19.00@21.00	.....	20.00@21.00	20.00@22.00
PICNICS:				
4-6 lb. av.	18.00@19.00	19.00@20.50	.....	.....
6-8 lb. av. ....	.....	18.00@19.50	19.00@20.00	18.50@19.00
BUTTS: Boston Style.	24.00@25.00	.....	25.00@27.00	25.00@26.00
SPARE RIBS: Half Sheets.	15.00@17.00	.....	.....	.....
TRIMMINGS:				
Regular	13.00@13.50	.....	.....	.....
Lean	20.00@22.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

Among the Master Butchers

The delegates to the convention of the State Association of Retail Meat Dealers at Syracuse from the Ridgewood Branch, Brooklyn, are: Theodore Meyer, Albert Haas and F. C. Riester. At the meeting on Tuesday evening of last week two retailers of Richmond Hill, William J. Schneider and William Berger, were elected to membership.

At the meeting of the Washington Heights Branch, New York State Association of Retail Meat Dealers, a number of interesting subjects were discussed, among them being resolutions to be presented at the State convention in Syracuse. State President Fred Hirsch was a visitor.

Mr. and Mrs. Burck Celebrate.

Monday, May 24th, was the 39th anniversary of the wedding of Mr. and Mrs. Frank P. Burck of Brooklyn. In anticipation of the event Mr. and Mrs. Burck, with their son, Arthur, and some old-time friends, motored out to Brentwood on Sunday. It was at Ehlers' hotel in the pines that Arthur Burck gave a large surprise party to his parents just a year ago, and it was the memory of that wonderful occasion that caused the Burcks to celebrate there on Sunday. On Monday "the gang" from the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, of which Mrs. Burck is a very active member, paid Mrs. Burck a surprise visit, and presented her with a beautiful gift. Mrs. Burck, whose birthday occurs on May 24th also, was the recipient of many beautiful gifts and flowers.

RADIO MEAT TALKS CONTINUED.

The radio talks on meat, prepared by John C. Cutting, secretary of the National Association of Meat Councils, will be continued, it was announced this week. Arrangements have been made with stations KYW, Chicago; WJZ, New York; WHAD, Milwaukee; and WDAF, Kansas City, Mo., to continue these talks at intervals throughout June and July.

Very "catchy" titles are given these talks, which are of great interest to housewives. Some of the titles announced for June and July are, "Ten Bites for Two Bits," "Food Fad Bunk—and Bunker Hill," "Wouldn't Eat in the Woods?", "Sausage Links Hunger and Satisfaction," and others.

This series of talks was started in New York in January, 1924, by Mr. Cutting, and have been given continuously ever since.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending May 22, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Italy—Pigs' feet (tins)	1,320 lbs.
Italy—Loose sausage	4,938 lbs.
Italy—Smoked ham	175 lbs.
Italy—Hams and sausage	145 lbs.
Germany—Smoked hams	7,105 lbs.
Germany—Loose sausage	1,740 lbs.
Germany—Sausage (tins)	1,012 lbs.
Germany—Hams (tins)	2,060 lbs.
Holland—Smoked hams	2,013 lbs.
Canada—Calf carcasses	3,319 lbs.
Canada—Beef livers	3,790 lbs.
Canada—Smoked meat	1,322 lbs.
Canada—Pork hearts	327 lbs.
Canada—Calf livers	6,586 lbs.
Canada—Boneless beef in bbls.	5,259 lbs.
Canada—Beef tongues	828 lbs.
Canada—Pork and beef hearts	239 lbs.

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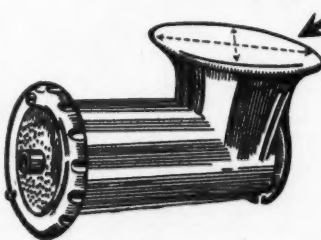
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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$9.50@10.00
Cows, canners and cutters	3.25@ 4.10
Bulls, bologna	6.00@ 6.75

LIVE CALVES.

Calves, top	@15.50
Calves, culls, per 100 lbs.	8.50@10.00

LIVE SHEEP AND LAMBS.

Spring lambs	@18.00
Clipped lambs	11.00@14.00

LIVE HOGS.

Hogs, heavy	14.75@14.80
Hogs, medium	14.05@14.80
Hogs, 100 lbs.	14.90@15.10
Hogs, 140 lbs.	15.10@15.25
Pigs, under 80 pounds	15.25@15.40
Roughs	@11.75
Good Roughs	@12.50

DRESSED HOGS.

Hogs, heavy	@21%
Hogs, 180 lbs.	@21%
Hogs, 160 lbs.	@22%
Pigs, 80 lbs.	@22%
Pigs, under 140 lbs.	@22%

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	17 @18
Choice, native, light	17 @19
Native, common to fair	16 @16½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	16 @17
Native choice yearlings, 400@600 lbs.	16½ @18
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	12½ @14½
Good to choice heifers	15½ @16½
Good to choice cows	14 @15
Common to fair cows	11 @13
Fresh bologna bulls	11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	23 @25
No. 2 ribs	18 @20	20 @22
No. 3 ribs	16 @18	18 @19
No. 1 loins	26 @28	30 @32
No. 2 loins	22 @24	26 @28
No. 3 loins	18 @20	24 @25
No. 1 hinds and ribs	21 @23	20 @24
No. 2 hinds and ribs	19 @20	19 @20
No. 3 hinds and ribs	16 @18	18 @18½
No. 1 rounds	17 @18	18 @18
No. 2 rounds	15 @16	17 @17
No. 3 rounds	12 @13	16 @16
No. 1 chucks	12 @13	12 @13
No. 2 chucks	11 @12	11 @11½
No. 3 chucks	9 @10	10 @10½
Bolognas	@ 6	13 @13½
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	22 @24
Choice	20 @22
Good	16 @19
Medium	14 @15

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	33 @35
Good lambs	28 @30
Lambs, poor grade	20 @22
Sheep, choice	18 @20
Sheep, medium to good	14 @16
Sheep, culls	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	31½ @32½
Hams, 10@12 lbs. avg.	30½ @31½
Hams, 12@14 lbs. avg.	29 @30
Picnics, 4@6 lbs. avg.	22 @23
Picnics, 6@8 lbs. avg.	20 @21
Rollettes, 6@8 lbs. avg.	22 @23
Beef, tongue, light	27 @28
Beef tongue, heavy	29 @30
Bacon, boneless, Western	31 @32
Bacon, boneless, city	28 @29
Pickled bellies, 10@12 lbs. avg.	23 @25

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	29 @30
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	30 @35
Shoulders, city, 10@12 lbs. avg.	20 @21
Shoulders, Western, 10@12 lbs. avg.	20 @21
Butts, boneless, Western	29 @30
Butts, regular, Western	24 @25
Hams, city, fresh, 6@10 lbs. avg.	30 @31
Hams, Western, fresh, 10@12 lbs. avg.	30 @31
Picnic hams, Western, fresh, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	24 @25
Pork trimmings, regular 50% lean	15 @16
Spare ribs, fresh	16 @17
Leaf lard, raw	15 @16

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pos.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pos.	@ 75.00
Black hooes, per ton	45.00@ 50.00
Striped hooes, per ton	45.00@ 50.00
White hooes, per ton	@ 55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@30c a pound
Fresh steer tongues, 1 c. trim'd	@40c a pound
Sweetbreads, beef	@70c a pound
Sweetbreads, veal	1.00 a pair
Beef kidneys	@16c a pound
Mutton kidneys	@ 8c each
Livers, beef	@22c a pound
Oxtails	@14c a pound
Hearts, beef	@10c a pound
Beef hanging tenders	@20c a pound
Lamb fries	@10c a pair

BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 5½
Cond. suet	@ 5
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white.....	36	39
Pepper, black.....	26½	29½
Pepper, Cayenne.....	12	19
Pepper, red.....		21
Allspice.....	16	18
Cinnamon.....	12½	16½
Coriander.....	6	9
Cloves.....	27	32
Ginger.....		20
Mace.....	1.15	1.25
Nutmeg.....		54

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	1.18	2.00	2.05	2.25	3.00
Prime No. 2 Veals	1.16	1.80	1.80	2.00	2.75
Buttermilk No. 1	1.15	1.65	1.70	1.90	...
Buttermilk No. 2	1.13	1.45	1.45	1.65	...
Branded grubby	1.10	1.05	1.05	1.25	1.55
Number 3	...	...	...	...	...

CURING MATERIALS.

In lots of less than 25 bbls.	Bbls.	Bags
Double refined saltpetre, granulated	6½c	6¼c
Double refined saltpetre, small crystal	7½c	7¼c
Double refined large crystal saltpetre	8½c	8¼c
Double refined nitrate soda, granulated	4½c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6½c	6¼c
Double refined saltpetre, small crystal	7½c	7¼c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	4c	3¾c
Carload lots:		
Double refined saltpetre, granulated	6½c	6c
Double refined nitrate soda, granulated	3½c	3¼c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	31 @35
Western, 55 to 59 lbs. to dozen, lb.	31 @33
Western, 43 to 47 lbs. to dozen, lb.	32 @34
Western, 38 to 42 lbs. to dozen, lb.	32 @34
Western, 30 to 35 lbs. to dozen, lb.	31 @33
Fowls—fresh—dry packed—prime to fcy—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	34 @35
Western, 55 to 59 lbs. to dozen, lb.	34 @35

Western, 43 to 47 lbs. to dozen, lb.	35 @36
Western, 38 to 42 lbs. to dozen, lb.	35 @36
Western, 30 to 35 lbs. to dozen, lb.	34 @35

Fowls—frozen—dry picked—barrels—prime to good:	
Western, 60 to 65 lbs., lb.	31 @33
Western, 55 to 59 lbs., lb.	31 @33
Western, 43 to 47 lbs., lb.	32 @34
Western, 30 to 35 lbs., lb.	31 @33
Under 30 lbs. to dozen	29 @31

Ducks—	
Long Islands, No. 1, bbls.	@36

Squabs—	
Prime, white, per lb.	50 @52
Prime, dark, per dozen	2.50@3.00

LIVE POULTRY.

Broilers, colored, fancy, via express, lb.	@ 50
Ducks, other nearby, via express	@ 25
Pigeons, per pair, via freight or express	@ 45
Guinea, per pair, via freight or express	@ 80

BUTTER.

Creamery, extras (92 score)	@41½
Creamery, firsts (90 to 91 score)	40½ @41
Creamery, seconds	37 @38
Creamery, lower grades	35½ @36½

EGGS.

Extras, per dozen	33 @34
Extra firsts, lb.	31½ @32½
Firsts	30 @31½
Checks	27 @28

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f.o.b. works, per 100 lbs.	@2.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@2.85
Blood, dried 15-16% per unit	@3.40
Fish scrap, dried 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.25 @10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.00 @10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50 @50c
Soda Nitrate, in bags, 100 lbs. spot	@2.60
Soda Nitrate, in bags, June, first half	@2.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.75 @10c
Tankage, unground, 9@10% ammonia	3.15 @10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@33.00
Bone meal, raw, 4½ and 50 bags, per ton	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@10.40

Potash.

Kainit, 12.4% bulk, per ton	@ 8.00
Mannre salt, 20% bulk, per ton	@11.00
Muriate in bags, basis 80%, per ton	@32.50
Sulphate in bags, basis 90%, per ton	@43.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending May 20, 1926:

	May	14	15	17	18	19	20
Chicago	39½	39	39½	39½	39½	39½	39½
New York	41½	41½	41	41	41	41	41
Boston	41½	41½	41½	41½	41½	41½	41½
Philadelphia	42½	42½	42	42	42	42	42

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	39½	39½	39½	39½	40	40
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1926.
Chicago	46,429	38,343	53,804	1,110,230
New York	62,540	53,852	68,157	1,261,463
Boston	16,525	23,280	23,329	397,029
Philadelphia	17,061	14,863	17,900	390,249
Total	142,555	129,838	161,190	3,158,971

Cold storage movement (lbs.):

	In May 20.	Out May 20.	On hand May 21.	Same week day last year.
Chicago	66,366	31,637	4,555,554	1,246,725
New York	71,132	42,549	3,208,908	448,462
Boston	26,888	24,861	1,007,171	254,801
Philadelphia	44,455	13,800	1,295,013	206,625
Total	208,841	112,867	10,066,646	2,154,413

